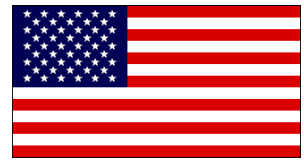




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## **Performance Management Plan Update**

# **AGRIBUSINESS PROJECT**

Cooperative Agreement No. AID-391-A-12-00001



**Agribusiness Support Fund**  
**June 2014**



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## Acronyms

AOR	USAID Agreement Officer's Representative
ASF	Agribusiness Support Fund
BDS	Business Development Services
COP	Chief of Party
DCOP	Deputy Chief of Party
FEG	Farmer Enterprise Group
GIS	Geographic Information System
ICT	Information Communication Technology
KFS	Kisan Field School
M&E	Monitoring and Evaluation
MIS	Management Information System
MSME	Micro small and medium enterprise
MSU	Management Support Unit (proposed new designation)
NGO	Non-Government Organization
OU	Operational Unit
PIP	Performance Implementation Plan
PMP	Performance Management Plan
PMS	Performance Management System
RB	Results-based
RF	Results Framework
Rs	Pakistan Rupee
RSP	Rural Support Program
SME	Small to medium business enterprise
TA	Technical Assistance
TAP	The Agribusiness Project
USAID	United States Agency for International Development
USG	United States Government
VC	Value Chain
VCL	Value Chain Leader

## Executive Summary

The Agribusiness Project is a USAID-funded project implemented in collaboration with the Agribusiness Support Fund (ASF)<sup>1i</sup>. The cooperative agreement<sup>2ii</sup> for the project was signed on 10<sup>th</sup> November 2011. It was later on revised and made effective from October 2013. The project aims to enhance the competitiveness of selected agricultural value chains in Pakistan. The value chains supported under the revised project comprise:

1. Apricots
2. Bananas
3. Chillies
4. Citrus (Kinnow)
5. Meat
6. Seed Potato
7. High Value Off-Season Vegetables
8. Grapes

The project serves as a catalyst to create conditions for enhanced growth and income and employment creation opportunities in the value chains. Interventions are designed to strengthen market linkages, to enhance the capacity of small-holders and farm enterprise groups (FEGs) and improve the uptake of proven technological innovations.

The performance management plan (PMP) serves to establish guidelines for the collection of specific information used to assess program or project progress and guide decision making<sup>iii</sup>. It includes the result framework, performance indicators, data collection strategies, and provision for data quality assessment, data analysis and evaluation.

The primary responsibility for implementing the plan lies with the Value Chain Leaders (VCLs) supported by the Management Support Unit (MSU) Team. The MSU Director is a key position having overall responsibility for the operations of the MSU. S/he reports to the Deputy Chief of Party (DCOP). Short-term technical assistance (STTA) is being provided to develop a state-of-the-art Performance Management System (PMS). This is supported by an automated Information and Communications Technology (ICT) system with multiple data entry options and the opportunity for program units, regions, implementing partners and USAID to remotely access the system for the purposes of data entry, review and reporting.

The PMS database allows for sufficient flexibility to enable it to be updated as project implementation proceeds. The regular updating, reporting and communication of performance indicators will help management and other relevant stakeholders to make informed decisions in an operational environment of results based management (RBM).

The PMP was first developed in December 2011, and this revised version represents a modification to accompany the re-design of the program. The selection of custom indicators for internal performance management involves development of causal models for each of the eight value chains. These are then followed by a participatory process of assessing and refining the selection of performance indicators based upon USAID guidelines for selection.

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<sup>1</sup> Agribusiness Support Fund (ASF) is a not-for-profit company registered under companies ordinance

<sup>2</sup> Cooperative Agreement No: AID-391-A-12-00001 signed dated 10th November 2011

## 1 THE REVISED PROJECT

The Agribusiness Support Fund (ASF) is implementing the USAID-funded 'The Agribusiness Project' (TAP) over the period 2011-2015. The project goal is to support improved conditions for broadbased economic growth, enhanced profitability and employment opportunities and will contribute to poverty alleviation through product and process transformation of selected value chains in horticulture and livestock sub-sectors.

The three objectives of the project are:

1. to strengthen capacities in horticulture and livestock value chains to increase sales to domestic and foreign markets
2. to strengthen the capacity of small holders (through Farmer Enterprise Groups, individual farmers, and agribusinesses to operate effectively and efficiently; and,
3. to increase productivity and profitability through adoption of new techniques and technological innovations (among farmers, agribusinesses, and business development service providers)

The project is designed to serve as a catalyst to mobilize private sector investment in agribusinesses and related enterprises as a means for NGOs, RSPs, Business Development Services (BDS) providers and other community organizations to provide agribusiness support services in their communities.

In May 2013, USAID informed ASF of a reduction in funding necessitating a re-aligned scope of work and a revised technical proposal and implementation plan for the remaining life of the project. This involves reducing the number of regions of involvement, value chains, activities, grants, and full-time staff. All of this has an effect on the Performance Management Plan (PMP) and Performance Management System (PMS)

Following review of the project USAID/Pakistan had decided to reduce the scope of the activity, involving:

- ✚ reduction in the number of Value Chains (VCs) from twenty three to eight.
- ✚ shortening the timeframe of the project from five to four years with an end-of-project deadline of November, 2015
- ✚ reducing the geographic scope from all regions in the country to selected areas as per prioritized eight value chains
- ✚ organizational structure in the field centered on value chains and not geographic regions

After revision The Agribusiness Project now focuses on eight value chains at specific location throughout Pakistan. The focus of work on some value chains i.e. banana, chilli and citrus has been specified to certain districts while for other VCs it is spread over provinces.

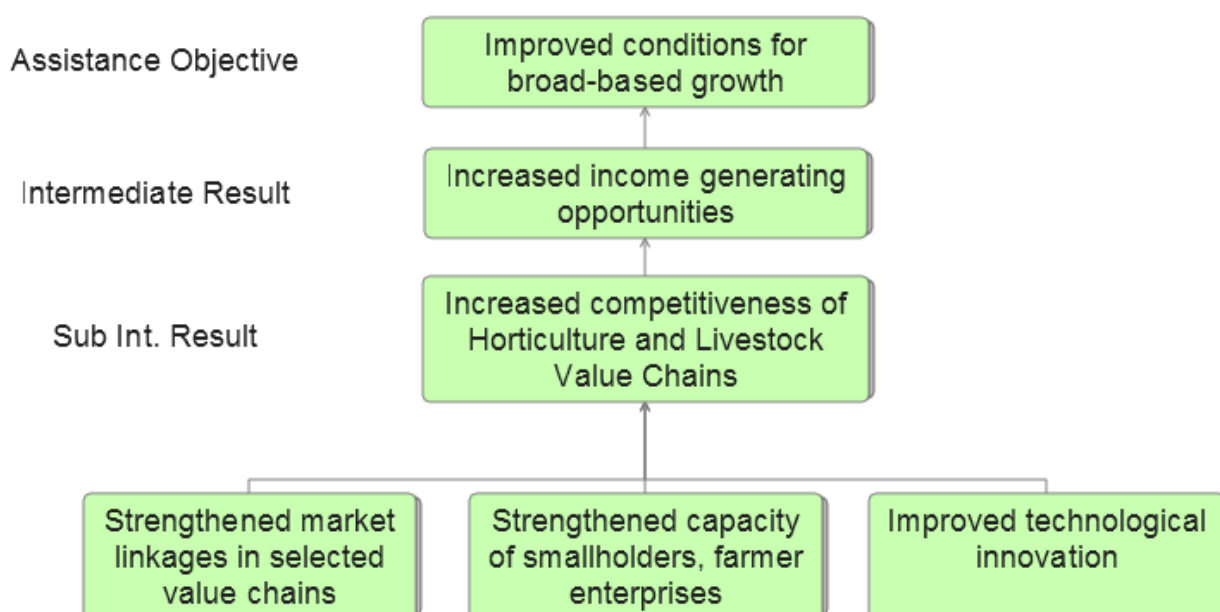
The project strategy is firstly to identify and address weakness and market failures, and then to strengthen private sector and market systems. By using matching and cost-sharing grants, the project mobilizes investments geared towards the development of value chains that effectively create employment. Implementation of activities is being carried out in collaboration with international and local partner organizations having relevant experience in market /enterprise development and rural development related activities.

## 2 RESULTS FRAMEWORK

The broad result framework for performance management of the project is developed from the assistance objectives of USAID/Pakistan depicted in Figure 1.

The project interventions rest on three main pillars of encouraging farmers to associate in Farmer Enterprise Groups (FEGs) and obtain collective access to improved technologies through training in Farmer Field Schools, and as they develop and are encouraged to venture into value-adding grading, processing and packaging to establish linkages with intermediaries and end-user buyers further down the value chain.

**Figure 1: Broad Result Framework for The Agribusiness Project**



Individual Results Frameworks (RF) are being developed for each of the eight value chains. One of the modules of the RF for High Value / Off-Season Vegetables (HV/OSV) is provided as an illustrative example on page 14.



### 3 THE TAP PERFORMANCE MANAGEMENT SYSTEM

#### 3.1 Key Performance Indicators (KPI) for Reporting to USAID/Pakistan

The Agribusiness Project (TAP) is a complex multi-dimensional activity originally previously involving 23 value chains (VCs) in ten regions, but now being downsized to eight value chains operated in a reduced number of regions and provinces. Despite the downsizing in VCs and geographical scope the project nevertheless remains a complex multi-layered activity.

The 'bottom-line' of The Agribusiness Project is encapsulated in the Economic Growth and Agriculture (EGA) standard<sup>3iv</sup> performance targets with their accompanying measures, of which there are currently 13 <sup>4</sup>reported by TAP to the Mission as part of its results tracking system. These include: increasing sales, enterprise and household income, domestic and export sales, jobs, capacity building by training and mentoring, establishing business linkages across the value chain, supporting business development service providers (BDS) and leveraging private sector investment by engaging in public-private partnerships with commercial organizations in each VC.

**Table 1: Key Performance Indicators for Reporting to USAID/Pakistan**

ID	Performance Indicator	Level
1	Number of jobs attributable to program implementation	Impact
2	Value of Incremental sales attributed to program implementation	Impact
3	Beneficiary increased income	Impact
4	Increased production volume	Impact
5	Value of new private sector investment leveraged with USG resources	Outcome
6	Number of Entities that have applied new technologies or practices	Outcome
7	Number of persons receiving training on skill development	Output
8	Number of micro enterprises linked to larger-scale firms	Outcome
9	Number of Micro, Small and Medium Enterprises (MSMEs) receiving BDS services	Output
10	Number of organizations that participate in legislative proceedings / engage in advocacy	Output
11	Number of hectares under improved technologies and management practices	Outcome
12	Number of rural households benefiting directly from USG interventions	N/A
13	Proportion of female participants in the USG assisted programs	N/A

#### 3.2 Illustrative Key Performance Indicators for TAP Internal Management

USAID Performance Monitoring & Evaluation TIPS No. 6 "Selecting Performance Indicators" provides the following guidance on Custom Indicators

*"Custom Indicators are performance indicators that reflect progress within each unique country or program context. While they are useful for managers on the ground, they often cannot be*

<sup>3</sup> Standard performance indicators according to USAID TIPS No. 6 Standard are used primarily for Agency reporting purposes. producing data that can be aggregated across many programs <http://transition.usaid.gov/policy/evalweb/documents/TIPS-SelectingPerformanceIndicators.pdf>

<sup>4</sup> TAP indicator No. 9 is a custom indicator which is included for internal management performance tracking



*aggregated across a number of programs like standard indicators.”*

While this explanation almost treats ‘custom’ indicators as an adjunct to common or reporting indicators, in practice they are an essential part of an effective performance management system at the level of the operational unit.

**Table 2: Illustrative Key Performance Indicators for TAP Operational Unit RB Management**

ID	Performance Indicator	Level
14	Number of training events conducted	Output
15	Number of grants provided for Improved technologies (male/female disagg.)	Output
16	Number of entities who have completed the certification	Output
17	Number of enterprises supported for participation in the international marketing events	Output
18	Number of females trained in improved technologies	Output
19	Number of MOUs signed for export of products	Output
20	Number of FEGs formed	Output
21	Number of international / national events supported	Output
22	Number of pack houses constructed / rehabilitated	Output

ADS 203.3.4.2 identifies seven key criteria to guide in the selection of performance indicators which are listed in Table 3.

**Table 3: Seven Criteria to Guide in the Process of Selection Performance Indicators**

Criterion	Explanation
Direct	The extent that it clearly measures the intended result. Where there is no direct measure, or time resource or technical capacity are constraints then proxy indicators have to suffice.
Objective	Two or more people collecting information for the performance indicator will come to the same conclusion from analysis of the data <sup>5</sup>
Useful for Management	The extent that it provides a meaningful measure of change over time for management decision-making
Attributable	Provides a plausible case to other development practitioners that the program has materially affected identified change
Practical	An indicator for which data can be collected on a timely basis and at a reasonable cost in relation to the benefits that come from its use
Adequate	The indicators should be sufficient to measure the stated result, balancing the project need for information with the resource, time, and technical demands of data collection, management analysis, reporting and usage
Disaggregated if applicable	The indicator allows for disaggregation of data by gender, age, location, or some other dimension if it is important for management or reporting

In addition to these seven criteria other USAID reference sources list “Culturally appropriate” meaning relevant to the cultural context, mindful that what makes sense or is appropriate in one culture may not be in another, and “Specific” meaning that everyone should understand the indicator in the same way. Instructions on how to operationalize the indicator and definitions of all key terms should be explicit and clear, with detailed specifications provided in the Performance Indicator Reference Sheets to accompany each

<sup>5</sup> paraphrase of TIPS No. 6 guidance

indicator<sup>6</sup>:

An assessment of each of the custom performance indicators against the nine selection criteria is provided in Table 4.

**Table 4: TAP Custom Performance Indicators Assessed Against Nine Selection Criteria**

ID	Performance Indicator	Direct	Objective	Useful	Attributable	Practical	Adequate	Disagg.	Specific	Cult. Appr.
1	# of training events conducted	2	5	5	5	5	3	0	5	30
2	# of grants provided for Improved technologies (male/female disagg.)	3	5	5	5	5	3	5	5	36
3	# of entities who have completed the certification	3	5	5	5	5	3	0	5	31
4	# of enterprises supported for participation in international marketing events	3	5	5	5	5	3	5	5	32
5	# of females trained in improved technologies	3	5	5	5	5	3	0	5	31
6	# of MOUs signed for export of products	4	5	5	5	5	4	0	5	33
7	# of FEGs formed	2	3	5	5	5	2	5	5	34
8	# of International / national events supported	3	5	5	5	5	3	5	5	35
9	# of pack houses constructed / rehabilitated	4	5	5	5	5	4	0	5	32

Rating: 1=low thru 5=high

### 3.3 Methodologies and Instruments

The methodology and instruments to be employed vary according to specific performance indicators. Salient features of methodology and frequency for activity groups are given below:

	Activity group	Methodology	Frequency	
1	Technical assistance - Training / international or national visits / conferences / market linkages	Attend the event Interview participants	During event	Quarterly for utilization status of knowledge

<sup>6</sup> USAID Wiki Value Chains website. .... <http://microlinks.kdid.org/good-practice-center/value-chain-wiki/selection-key-performance-indicators>

		Desk review		and skills imparted during training and on linkage development
2	Grants	Attend the event Observation Interview participants Desk review	During event	Quarterly for utilization status of grant
3	Awareness program	Interview audience	During event	Within one month of the event  Quarterly for application status of knowledge imparted during the program
4	Certifications	Observation Interviews	Twice during the process	
5	Impact / outcomes	Sample survey of beneficiarires  Desk reviews Observation	Quarterly	Seasonal  Yearly

The causal pathway runs from inputs, activities and outputs to intermediate and final outcomes, and performance monitoring and evaluation will gather key information at all points along the route. The information and analysis needs will evolve over the remaining life of the project from input/output assessment to more result-oriented data compilation and analysis in order to ascertain whether or not intended results are being produced. This information will emanate from various sources and using an eclectic range of instruments, including special studies and assessments. Performance information will be communicated to management and to external parties through a variety of media, including progress reports, technical studies, evaluation and assessment reports and data quality assessments.

### 3.4 Data Collection Plan

#### 3.4.1 Data collection instruments

Data will be collected by all functions of the project, implementation partners and beneficiaries. The MSU will establish protocols for the field offices of the Project, implementation partners and in a number of cases for the grant beneficiaries as well to record and report data. The majority of data gathered will be primary information generated through participatory and consultative approaches such as interviews, observations, focus group discussions and using semi-structured and structured questionnaires.

#### FEG Level

Description	Responsibility	Frequency of data collection and reporting	Reporting to	1 <sup>st</sup> Analysis by	2 <sup>nd</sup> Analysis by
Number of job	IPs	Stage wise / Quarterly	Regional M&R	Regional M&R	Advisor M&R
Household Income	IPs	Seasonal / Annually	Regional M&R	Regional M&R	Advisor M&R
Incremental sales	IPs	Seasonal / Quarterly	Regional M&R	Regional M&R	Advisor M&R
MSMEs linked with larger scale firms	IPs	Quarterly	Regional M&R	Regional M&R	Advisor M&R
MSMEs receiving BDSs	IPs	Event wise / Quarterly	Regional M&R	Regional M&R	Advisor M&R
Number of persons trained	IPs	Event wise / Quarterly	Regional M&R	Regional M&R	Advisor M&R
Entities applied new technologies	IPs	Seasonal / Quarterly	Regional M&R	Regional M&R	Advisor M&R
Hectares under improved technologies	IPs	Seasonal / Quarterly	Regional M&R	Regional M&R	Advisor M&R
Rural households benefiting	IPs	Quarterly	Regional M&R	Regional M&R	Advisor M&R
Proportion of females participating	IPs	Quarterly	Regional M&R	Regional M&R	Advisor M&R

**Individual grants and TAP level activities, including Challenge grants**

<b>Description</b>	<b>Responsibility</b>	<b>Time lines of data collection and reporting</b>	<b>Reporting to</b>	<b>Analysis by</b>	<b>2<sup>nd</sup> Reporting to</b>
Number of job	Regional M&R	Stage wise / Every quarter	Advisor M&R	Advisor M&R	COP
Household Income	Regional M&R	Seasonal / Annual	Advisor M&R	Advisor M&R	COP
Incremental sales	Regional M&R	Seasonal / Every quarter	Advisor M&R	Advisor M&R	COP
Value of exports	National Coordinator	Every quarter	Advisor M&R	Advisor M&R	COP
MSMEs linked with larger scale firms	Regional M&R	Event wise / Every quarter	Advisor M&R	Advisor M&R	COP
MSMEs receiving BDSs	VCL	Event wise / Quarterly	Advisor M&R	Advisor M&R	COP
Value of new private sector investment leveraged	Regional M&R	Every quarter	Advisor M&R	Advisor M&R	COP
Number of persons trained	Regional M&R	Event wise / Quarterly	Advisor M&R	Advisor M&R	COP
Entities applied new technologies	Regional M&R	Seasonal / Every quarter	Advisor M&R	Advisor M&R	COP
Hectares under improved technologies	Regional M&R	Seasonal / Every quarter	Advisor M&R	Advisor M&R	COP
Organizations participating in legislative proceedings	VCL	Event wise	Advisor M&R	Advisor M&R	COP
Rural households benefiting	Regional M&R	Every quarter	Advisor M&R	Advisor M&R	COP
Proportion of females participating	Regional M&R	Every quarter	Advisor M&R	Advisor M&R	COP

### 3.4.2 Data sources



Various data sources will be referenced to monitor and evaluate performance of the project. This will mainly include primary information. For primary information, the project will use templates and participatory approaches to generate, analyse and validate requisite data.

### 3.4.3 Special Studies

The project is now building into its performance management system a much greater emphasis on special studies or 'mini-evaluations' to be conducted throughout the remaining life of the project. To this end a cadre of project and IP staff have been trained on how to develop Scopes of Work and conduct special studies. Project management will commission studies as and when required to meet specific information needs. An example of a special study currently being commissioned as part of a special studies training exercise currently underway is an assessment of the formation and performance of FEGs. Another is an assessment of the level of active participation of females in the project.

### 3.4.4 Evaluation Planning

Project evaluations will be required periodically, including:

-  Special studies, evaluations and assessments as required to address specific management needs
-  Third party summative evaluation in year 4 of the project




Formative evaluations will be undertaken as required, and an external evaluation will be carried out towards the end of year 4 in order to learn lessons from the project which will be assist in future program design.

### 3.4.5 Data Quality Assessment

To ensure that the data provided by the Implementing Partners and Value Chain Leaders fulfils the USAID requirements for data integrity<sup>7</sup> the Management Support Unit (MSU) has the responsibility for carrying out periodic data quality assessments, through spot-checking of data provided from the field, by means of field visits and data verification, and following the trail of data flows from the field to headquarters. Data quality will be assessed against the five data quality standards of validity, integrity, precision, reliability and timeliness. Special assessments will be made where evidence emerges of possible compromises to the quality of data.

### 3.4.6 Communication

A communication department already exists in TAP that is involved in timely and effective dissemination of information to external audiences, such as government agencies including provincial government entities, collaborating NGOs/RSPs, other partners, donors, clients groups, and other relevant stakeholders. Communication tools used by them include reports, oral briefings (workshop/seminars/road shows), videos, memos, newspaper articles, talk-shows/airtimes, success stories and exhibitions. Different media is being used including print and electronic media. This information dissemination system shall further be strengthened for which following measures shall be taken:

-  Website of The Agribusiness Project and an account on facebook are already in place and will be updated on daily basis.
-  Project Quarterly that will provide insight of the Project and agribusiness sector in Pakistan will be published for sharing with stakeholders.
-  Project brochure and documentaries will be prepared as per need and shared with relevant target audience.

<sup>7</sup> USAID ADS 203.3.11.21 Data quality standards

## 4 SCHEDULE OF PERFORMANCE MEASUREMENT TASKS

Three annual performance reporting activities are scheduled for the month of October 2014 and 2015. Internal data quality assessment (audit) activities will be conducted every quarter beginning in January 2014. Field monitoring visits will be undertaken every month by MSU staff.

Periodic visits by the M&E short-term technical advisor (STTA) are tentatively programmed three times per year up over the remaining life of project, subject to the evolving requirements of the Management Support Unit (MSU).

A suite of instruments to carry out in-depth inquiries to satisfy the demands of project management are budgeted including tracer studies<sup>8</sup>. The tracer studies will be conducted once the intervention is complete to determine long term impacts of an activity over the population/beneficiaries. The information obtained through these studies will not only be helpful in measuring project performance but will also lead to identifying the intervention and the approach within that intervention which is most effective and efficient in obtaining desired results. These tracer studies can be used for modifying interventions in other projects such that they lead to a greater positive impact and also in designing further projects.

Panel studies will also be conducted on a quarterly basis for some of the project activities by taking a representative sample population of beneficiaries. The results of these studies will be helpful in determining impact of project activities and contribute towards improving project performance. An overall performance evaluation supported by various monitoring reports and studies will be conducted once all interventions are complete.

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<sup>8</sup> following project participants after they have received inputs and services from the project in order to assess their adoption and sustained use in changing practices and improving outcomes



## 5 COST ESTIMATES BY ACTIVITY AND INDICATOR

ADS guidance 203.3.2.3 on 'budgeting for Performance Monitoring' suggests M&E budgets should be in the range of 5 – 10% of overall project budgets including 3% for evaluations. This is a very rough guide as it would provide for a minimum of \$2m on a \$40m project. The relationship between M&E and overall project budgets is more complex and closer to the relationship between sample size determination and size of population to be sampled. Sample size is initially a higher percentage of the overall population when the population is small but then levels out when a population gets larger.

The same is true of the M&E budget. The likely actual budgets are presented in Table 5. In reality a large project is likely to devote around 1% of its total resources to the M&E function whereas in a smaller project this percentage might climb to 10%. The determination of the M&E budget, like the determination of sample size, should not be made on the basis of the size of the overall project, but rather the management information needs of the project and the related costs to gather analyze and communicate the information.

**Table 5: Indicative USAID M&E Budgets and Likely Reality**

Project Budget USD	Indicative % for M&E	M&E Budget USD	More likely budget	Likely actual %
40,000,000	5.0%	2,000,000	500,000	1.3%

Mission managers have stressed the central importance of M&E for the project. The M&E function should not be under-resourced. A budget figure of around \$500,000 is proposed with the following indicative cost breakdown provided in Table 6 under broad categories presented in **Error! Reference source not found..**

**Table 6: Indicative Cost Estimates by Performance Measurement Activity**

Item	USD
Project field monitoring	70,000
STTA periodic support	50,000
Special studies	120,000
Tracer studies	50,000
Panel surveys	50,000
Case studies	50,000
Summative evaluation	100,000
<b>Total</b>	<b>490,000</b>

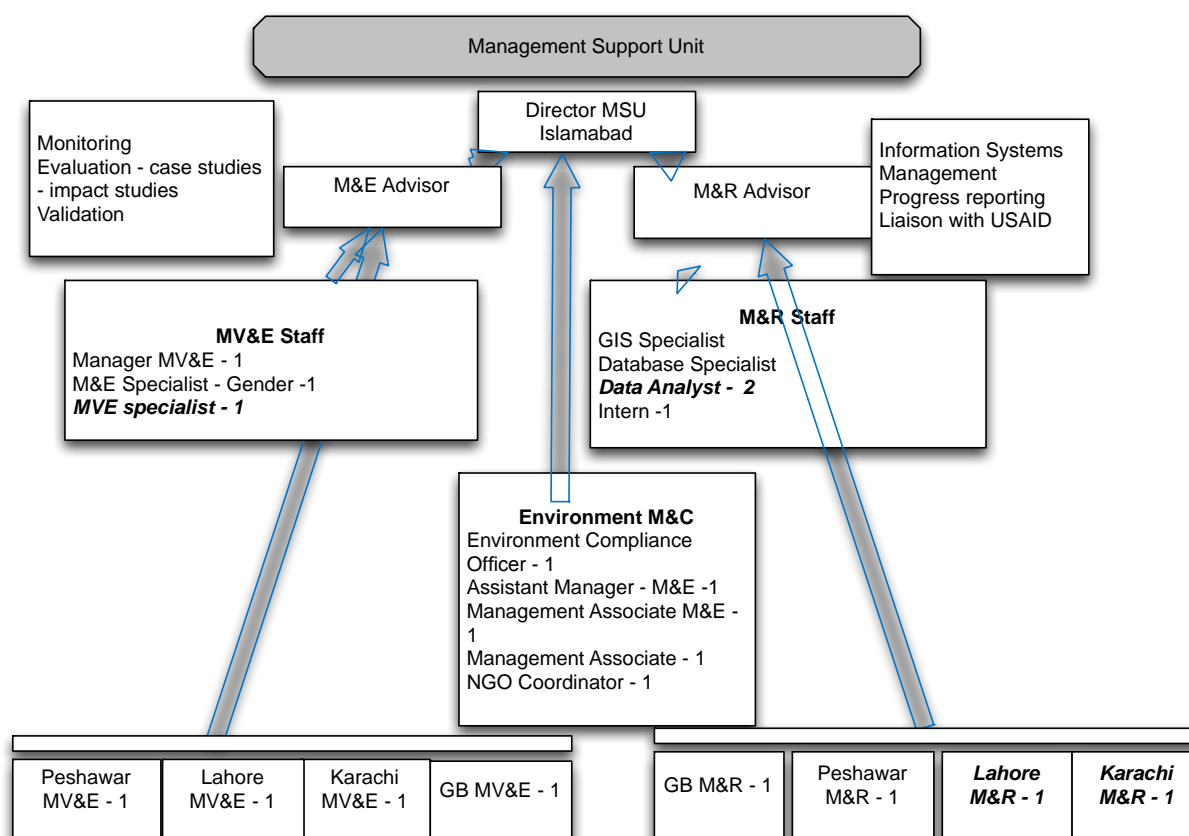
## 6 LEVEL OF EFFORT REQUIRED FOR THE REMAINING LIFE OF PROJECT

### M&E Organizational Structure

The revised organizational structure for the Management Support Unit (MSU) is illustrated in Figure 2. The Unit is headed by the MSU Director who reports to the Deputy Chief of Party. Short-term technical advisory (STTA) support has been programmed over the remaining life of the project with the STTA programmed approximately once per quarter but with flexible timing to match the critical periods for information gathering, internal data quality assessment (DQA) activities, and analysis and reporting.

The current M&E Specialists with special responsibilities in Gender, Environmental Compliance, Database administration will form a team of MSU Specialists and will mix and match roles according to need, drawing upon their individual strengths to take the team lead in specialist areas. Gender, Environment and Advocacy will be considered as generic cross-cutting issues to be addressed by all team members. The position of Advisors of the MSU have their respective responsibilities: one for Monitoring, Validation and Evaluation, and the other for Information Management and Progress reporting. The Regional M&E personnel have been reconfigured to work under the advisors, administratively supported by the Value Chain Leaders (VCLs) The Value Chain M&E personnel will work closely with the M&E personnel employed by the Implementing Partners.

**Figure 2: Revised Organizational Structure of the TAP Management Support Unit**



Training in data collection, data management, data analysis, implementation monitoring and program-monitoring are continuous activities, undertaken in consultation with the program and grants units, and account for up to 50% of the M&E work-load. The balance of the effort is devoted to regular outcome assessments, engaging both long-term and short-term personnel and including structured interaction including, short workshops, field studies, focus group discussions, participatory appraisals and occasional reports, communication, special studies including case

studies and GIS outputs, produced by long-term M&E staff on their own initiative and in response to requests from program management and USAID.

Short-term specialists will focus on delivery of high-quality reports, case studies, outcome assessments and the management and analysis of the database and GIS.

## **6.2 Special Considerations for the Monitoring of Grants**

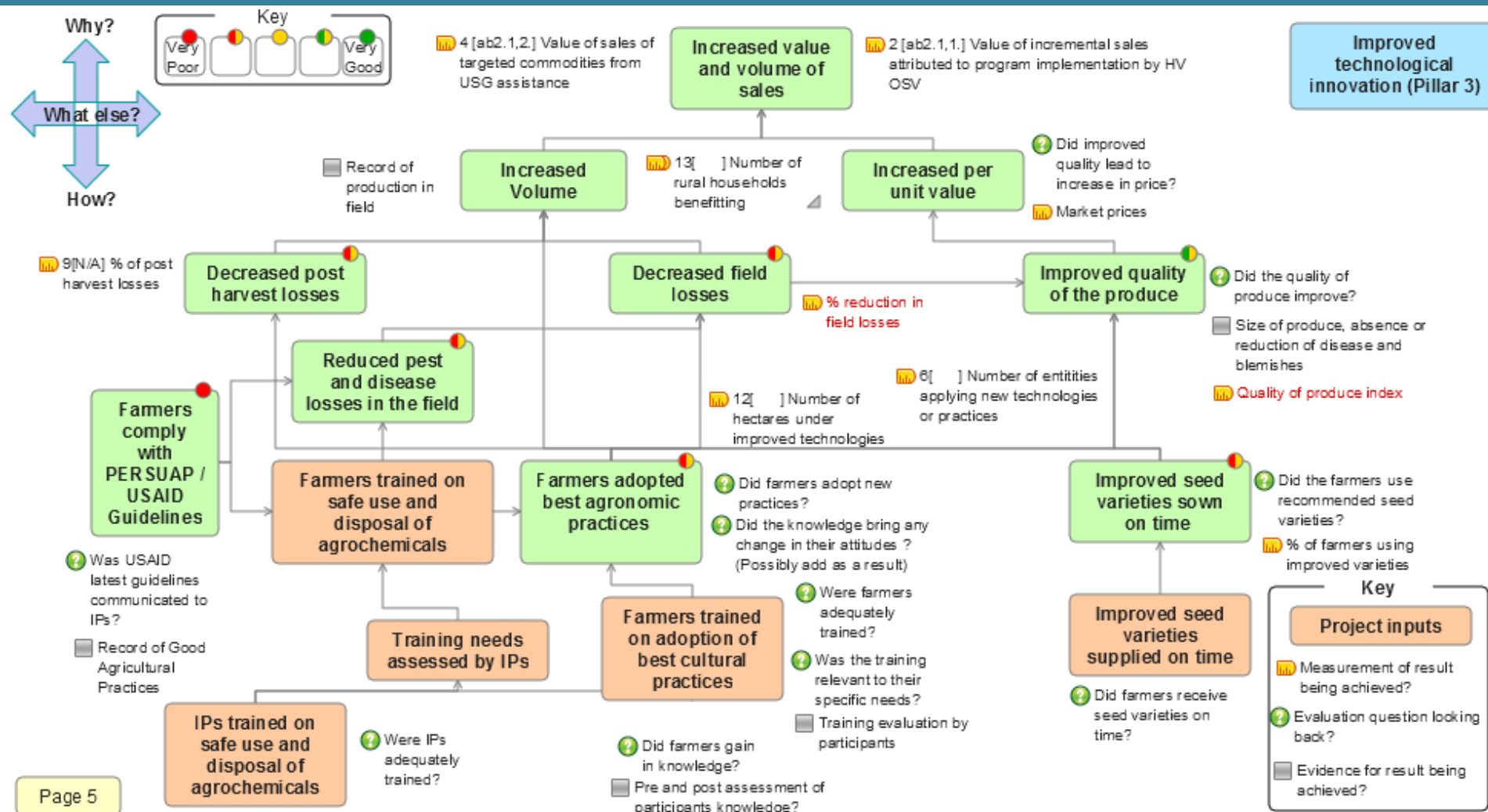
An important part of the MSU function is to track grants, from the receipt of original application or request for applications, through to disbursement and close out. This has previously been undertaken as a discrete activity within the Grants Management Unit but will now be integrated into the work of the MSU.

**ANNEX A: INDICATOR TABLE LIFE OF PROJECT REVISED TARGETS – COMMON INDICATORS****The Agribusiness Project - Revised Indicative LOP Targets for EGA Indicators**

Sr. No	Indicator	Unit of Measure	LOP Targets - Sep 2013	Achievements as of Sep 2013	Revised LOP Target	Targets For	
						2,014	2,015
1	2	3	4	6	8=5+6	11	12
1	2a. Number of jobs attributed to program implementation (4.5-2)	FTE Jobs	13,100	5,604	13,135	3,596	3,935
2	2c. Project-related household incomes of USG targeted beneficiaries	Change in HHs Income	2,908,000	689,383	11,944,886	4,351,112	6,904,390
3	2.1a. Value of incremental sales attributed to program implementation (4.5.2-23 & custom)	USD	13,953,096	11,644,966	39,468,788	8,609,877	19,213,945
4	2.1b. Value of exports of targeted commodities as a result of USG assistance (4.5.2-36-mod)	USD	-	10,315,120	27,145,926	7,549,468	9,281,338
5	2.1c. Number of micro and small enterprises linked to larger-scale firms as a result of USG assistance to value chain	Enterpris es	840	2,255	8,244	2,128	2,794
6	2.1.1b. Number of micro, small and medium enterprises (MSMEs), including farmers, receiving BDS from USG assisted sources (4.5.2-37)	Enterpris es/ Farmers	2,660	7,339	13,333	2,078	2,849

7	2.1.1c. Value of new private sector investment leveraged with USG resources	USD	43,700,000	1,393,499	22,062,336	6,072,184	14,596,654
8	2.1.2b. Number of persons receiving training on skill development	Persons	6,280	2,474	13,384	7,651	3,259
9	2.1.3b. Number of entities (e.g., farmers or private enterprises) that have applied new technologies or management practices as a result of USG assistance (4.5.2-5 & 4.5.2-42 )	Entities	18,220	7,341	19,813	6,623	5,849
10	2.1.3c. Number of hectares under improved technologies or management practices as a result of USG assistance (4.5.2-2)	No. of Hectares	6,761	1,947	5,737	2,402	1,389
11	2.2.2a. Number of USG-assisted organizations that participate in legislative proceedings and/or engage in advocacy at all levels	Organizations	10	6	7	-	-
12	2.2.3a. Number of rural households benefiting directly from USG interventions (4.5.2-13)	Households	24,640	8,917	28,209	12,331	6,960
13	2.2.3b. Proportion of female participants in USG-assisted programs designed to increase access to productive economic resources (GNDR-2)	%age	22%	42%	20%	10%	10%

# ANNEX B: ILLUSTRATIVE EXAMPLE OF PART OF THE HV-OSV VALUE CHAIN CAUSAL MODE



## ANNEX C: CURRENT CRITICAL MANAGEMENT QUESTIONS

1. Have technical, capacity and market linkage constraints been thoroughly identified?
2. Are the value chains identified capable of delivering project objectives and targets in the LOP?
3. Are project value chain targets reasonable and feasible?
4. Have the TAP support functions been identified and integrated into each value chain program?
5. Are the operational procedures of the support units responsive to the needs of the value chain programs?
6. Have the right criteria for FEG formation/selection being utilized?
7. Are the current FEGs the right ones?
8. Have the functions and responsibilities of the IPs been adequately defined?
9. Does the FEG Manual respond to the needs of the project?
10. Have IPs been properly trained in selection of participants and formation of FEGs as per the guidance manual?
11. Are the IPs assessing needs properly and complying with responsibilities?
12. Have appropriate sources of training and technical assistance been identified?
13. Are the trainers properly qualified?
14. Have other value chain players been identified and integrated into the value chain program?
15. Has a grants strategy been formulated?
16. Is the current Grants Manual focused on and appropriate for meeting the needs of the value chain and its corresponding Grant Strategy?
17. Have the current grant strategy and grant concession been effective in meeting TAP objectives and targets?
18. Are the VCLs capable for designing and managing a value chain approach to meet project objectives and targets?
19. Do the VCLs understand the opportunities and constraints of the VC?
20. Is there sufficient integration of project management personnel and program components?
21. Does the current institutional structure and functional relationship between ASF and TAP allow for efficient and effective project implementation?
22. Are there guidelines to support the project change to a value chain orientation and reconcile the new demands and requirements of the value chain approach with the activities begun previously and are no longer consistent with that orientation?



**ANNEX D: REFERENCE DOCUMENTS**

SN	Document and Author	Author	Location
1	Assessing and Learning	USAID	<a href="http://www.usaid.gov/ads/policy/200/203">http://www.usaid.gov/ads/policy/200/203</a> <a href="http://www.usaid.gov/sites/default/files/documents/1870/203.pdf">http://www.usaid.gov/sites/default/files/documents/1870/203.pdf</a>
2	Automated Directive System (ADS) Chapter 203	USAID	
3	Causal Models as a Useful Program Management Tool: Case Study of PROFIT Zambia	Impact Assessment Primer Series Publication # 5 Private Sector Development Impact Assessment Initiative	<a href="http://pdf.usaid.gov/pdf_docs/PNADN199.pdf">http://pdf.usaid.gov/pdf_docs/PNADN199.pdf</a>
4	Performance Management Plans: A Checklist for Quality Assessment	MEASURE Evaluation	<a href="http://www.cpc.unc.edu/measure/publications/MS-12-53">http://www.cpc.unc.edu/measure/publications/MS-12-53</a>
5	Outreach, Outcomes and Sustainability in Value Chain Projects	USAID	<a href="http://microlinks.kdid.org/library/outreach-outcomes-and-sustainability-value-chain-projects">http://microlinks.kdid.org/library/outreach-outcomes-and-sustainability-value-chain-projects</a>
6	Performance Management Toolkit	USAID / Price/Waterhouse?	<a href="http://www.usaid.gov/policy/ads/200/200sbn.pdf">www.usaid.gov/policy/ads/200/200sbn.pdf</a>
7	Performance Monitoring and Evaluation TIPS 13: Building a Results Framework	USAID	<a href="http://pdf.usaid.gov/pdf_docs/pnadw113.pdf">http://pdf.usaid.gov/pdf_docs/pnadw113.pdf</a>
8	Performance Monitoring and Evaluation TIPS 8: Baselines and Targets.	USAID	<a href="http://transition.usaid.gov/policy/evalweb/documents/TIPS-BaselinesandTargets.pdf">http://transition.usaid.gov/policy/evalweb/documents/TIPS-BaselinesandTargets.pdf</a>
9	Performance Monitoring and Evaluation TIPS No. 6 2 <sup>nd</sup> edition 2010 "Setting Performance Indicators"	USAID	<a href="http://transition.usaid.gov/policy/evalweb/documents/TIPS-SelectingPerformanceIndicators.pdf">http://transition.usaid.gov/policy/evalweb/documents/TIPS-SelectingPerformanceIndicators.pdf</a>
10	Performance Scorecard for the Public Service: Support to Cascade the Implementation of a Common Framework for Results Oriented Management (ROM) and Output Oriented Budgeting (OOB)	Professor Zeljko SEVIC	mimeo
11	USAID Program Cycle Overview, December 9 2011	USAID	<a href="http://pdf.usaid.gov/pdf_docs/PDACS774.pdf">http://pdf.usaid.gov/pdf_docs/PDACS774.pdf</a>
12	Performance Monitoring and Evaluation TIPS No. 7 2 <sup>nd</sup> edition 2010 Preparing a Performance Management Plan	USAID	<a href="http://pdf.usaid.gov/pdf_docs/PNADW107.pdf">http://pdf.usaid.gov/pdf_docs/PNADW107.pdf</a>

**ANNEX E: LOG OF PMP UPDATES ACTUAL AND PLANNED**

Date (MM/YY)	Version	Level of Update	Explanation of Updates made
December, 2011	1.00	N/A	N/A
August, 2013	2.00	Major revision	Reflecting reduction in VCs & addition of custom performance indicators
December, 2013	2.01	Minor	Reflecting changes to common and custom KPIs with justification
April, 2014	2.02	Minor	To reflect any changes to common and custom KPIs with justification
August, 2014	2.03	Minor	To reflect any changes to common and custom KPIs with justification
December, 2014	2.04	Minor	To reflect any changes to common and custom KPIs with justification
April, 2015	2.05	Minor	To reflect any changes to common and custom KPIs with justification
August, 2015	2.06	Minor	To reflect any changes to common and custom KPIs with justification

APRICOTS					
Results	Outcomes	Outcomes	Outputs	Major activities	INSTRUCTIONS
Income enhanced	Enhanced quantity of produce New markets identified Enhanced sale price secured	FEG members adopted improved practices	Capacity of FEG members enhanced	Training of Farmers Enterprise Groups (FEGs)	
Income enhanced in PKR / USD	Quantity of quality produce in KGs / tons	Number of farmers adopting new techniques / improved practices	1. Number of FEG members trained, by type of training - by gender	1. Number of FEGs formed 2. Number of TOT events 3. Number of Trainers trained - by gender 4. Number of training events for FEG members held	Indicators

Sample survey of farmers on their pre- and post implementation income -	Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests 2. Validate the number of trainees reported by programs on a sample basis	1. Sample field survey of FEGs to assess the validity of reported FEG numbers - validation 2. Sample attendance of TOTs events - to assess the quality of training event - pre and post tests - Observation and interviews 3. Sample survey of Trainers - to assess their knowledge and practice on the new techniques - Observation and interviews	Methodology	<p>Instructions:</p> <p>Assess the knowledge of the participants on critical concepts of the training.</p> <ol style="list-style-type: none"> <li>1. Obtain post evaluation tool from the trainer</li> <li>2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objective of the event</li> <li>3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted.</li> <li>4. Analyze the posttest event with critical questions on which maximum number of participants failed.</li> <li>5. Share the results of analysis with the trainer.</li> <li>6. Make sure that each session is evaluated in this manner and results shared with the trainer immediate for course correction by the trainer.</li> </ol> <p>For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income</p> <p>For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.</p>
After harvesting	Field visit - preferably during or around harvesting season	Field visit - quarterly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs	1. On receipt of reports from programs on FEGs formed 2. During event 3. During event	Frequency	

Income enhanced	Improved marketing	New markets identified	Agreement between SMEs and FEGs signed	<b>Linking of SMEs with the Business Development Services Providers</b>		
Income enhanced in PKR / USD	Quantity of produce sold in the new market in tons	Number of new markets identified	Number of agreements signed between SMEs and FEGs	Number of SMEs linked with BDSPs	Indicators	
Sample survey of farmers on their pre- and post implementation income	Interviews with SMEs, BDSPs, and FEG members	Desk review Interviews with FEG members, SMEs and BDSPs Field visit to the markets	Desk reviews of agreements Interviews with SMEs and BDSPs	Validation of report Desk review; Interview with BDSPs and SMEs	Methodology	1. Ask the name of Business Development services from the trainee / service receiver. 2. Ask what new techniques has the trainee learnt 3. What new techniques is he or she going to adopt. 4. What benefit will he or she get from the new technology 5. For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income
After sale of produce	Field visit - during sale of produce in the market - sample FEG members	On receipt of such reports	On receipt of reports regarding such linkages	100 % of such linkages to be validated Once On receipt of reports from programs on number of linkages developed	Frequency	
Income enhanced	Enhanced produce Enhanced sale price of produce	Improved farming	Increased knowledge of farmers on new marketable varieties	<b>Awareness regarding quality of existing produce and new marketable varieties to Farmers</b>		
Income enhanced in PKR / USD	Quantity of quality produce in KGs / tons	Number of farmers sowing new varieties	Number of farmers able to narrate essential features of new variety	Awareness program held covering new marketable varieties	Indicators	

Sample survey of farmers on their pre- and post implementation income -	Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	Interview farmers on sample basis	Listen to the program and identify the messages given through the medium	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income
After harvesting	Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan to launch Awareness programDuring the event	Frequency	
Income enhanced	Enhanced sale price secured	Enhanced produce	Enhanced capacity of female farmers	<b>Training of 800 FEG members in quality apricot production using small tunnels by IP</b>		
Income enhanced in PKR / USD	Quantity of quality produce in KGs / tons	Number of farmers adopting the new techniques / improved practices	1. Number of FEG members trained on the use of small tunnels - by gender	1. Number of TOT events 2. Number of Trainers trained - by gender 3. Number of training events for FEG members held	Indicators	

Sample survey of farmers on their pre- and post implementation income -	Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests 2. Validate the number of trainees reported by programs- on a sample basis	1. Sample attendance of TOTs events - to assess the quality of training event - pre and post tests - Observation and interviews 2. Sample survey of Trainers - to assess their knowledge and practice on the new techniques - Observation and interviews 3. Validate distribution of tools	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income . For quality of training, 1. Obtain post evaluation tool from the trainer 2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objective of the event 3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted. 4. Analyze the posttest event with critical questions on which maximum number of participants failed. 5. Share the results of analysis with the trainer. 6. Make sure that each session is evaluated in this manner and results shared with the trainer immediate for course correction by the trainer.
After harvesting	Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs	1. During event 2. During event 3. During distribution	Frequency	
Income enhanced	New markets identified Enhanced sale of produce	Orchards for new varieties established	Grants received by farmers for establishment of new varieties	<b>Transformational grant support to farmers for establishment of Apricot Orchard (new varieties)</b>		
Income enhanced in PKR / USD	Quantity of quality produce in KGs / tons	Number of farmers established orchard for new variety	Number of farmers who received new grants	Number of grants to farmers	Indicators	



Sample survey of farmers on their pre- and post implementation income -	Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income . For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.
After harvesting	Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	Frequency	
Income enhanced	New markets identified Enhanced sale of produce	Quality apricot produced for marketing	Grants received by farmers for establishment of drying / processing and packaging facilities	<b>Transformational grant support to SMEs for Apricot drying/processing/ Packaging and technology transfer</b>		
Income enhanced in PKR / USD	Sale of produce in tons	Number of farmers using the grants for drying / processing and packaging	Number of farmers who received new grants	Number of grants to farmers	Indicators	
Sample survey of farmers on their pre- and post implementation income -	Evaluation Sample study - during marketing - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income .
After harvesting	Field visit - preferably during sale of dried apricots	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan to provide grants	Frequency	

Income enhanced	New markets identified Enhanced sale of produce	Quality dried apricot produced for marketing	Grants received by farmers for establishment of small drying tunnels	<b>Transformational grant support in provision of small drying tunnels to 800 FEG members</b>		
Income enhanced in PKR / USD	Sale of produce in tons	Number of farmers using the grants for establishing small drying tunnels	Number of farmers who received new grants	Number of grants to farmers	Indicators	
Sample survey of farmers on their pre- and post implementation income -	Evaluation Sample study - during marketing - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income .  For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.
After drying and during the sale in the market	Field visit - preferably during sale of dried apricots	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan to provide grants	Frequency	

## BANANA

Results	Outcomes	Outcomes	Outcomes	Outputs	Activities		INSTRUCTIONS
Enhanced income	Enhanced sale price secured	New agreements for exports secured	International exposure visits conducted	Support in organizing Intl. exposure visit(s) to Philippines/ Thailand and/or India			

Income in USD		Value of sales in USD	Number of agreements signed between buyers and sellers	Number of participants attending international exposure visits		Indicators	
Interview participants		Interviews with participants Desk review of reports from participants	Interviews with participants Desk review of reports from participants	Interviews with participants Desk review of reports from participants		Methodology	Instructions: Assessing the productivity of visit. 1. Obtain information on place of visit 2. Number of MOUs signed 3. Number of MOUs implemented 4. Quantity of export 5. Value of export
On receipt of report from participant		On receipt of report from participant	On completion of the event	On completion of the event		Frequency	
Enhanced income	Enhanced sale price secured	Quality of produce enhanced Quantity of produce enhanced New markets identified	FEG members adopting improved practices	Capacity of FEG members enhanced	Formation/Strengthening of FEGs		
Income enhanced in PKR / USD		Quantity of quality produce in KGs / tons	Number of farmers adopting new techniques / improved practices	1. Number of FEG members trained, by type of training - by gender	1. Number of FEGs formed 2. Number of TOT events 3. Number of Trainers trained - by gender 4. Number of training events for FEG members held	Indicators	

Sample survey of farmers on their pre- and post implementation income -		Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests 2. Validate the number of trainees reported by programs on a sample basis	1. Sample field survey of FEGs to assess the validity of reported FEG numbers - validation 2. Sample attendance of TOTs events - to assess the quality of training event - pre and post tests - Observation and interviews 3. Sample survey of Trainers - to assess their knowledge and practice on the new techniques - Observation and interviews	Methodology	Instructions: Assess the knowledge of the participants on critical concepts of the training. 1. Obtain post evaluation tool from the trainer 2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objective of the event 3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted. 4. Analyze the posttest event with critical questions on which maximum number of participants failed. 5. Share the results of analysis with the trainer. 6. Make sure that each session is evaluated in this manner and results shared with the trainer immediate for course correction by the trainer. For results ask about the farmers production cost, production in tons, quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income  For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.
After harvesting		Field visit - preferably during or around harvesting season	Field visit - quarterly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs	1. On receipt of reports from programs on FEGs formed 2. During event 3. During event	Frequency	

Income increased	Enhanced sale price secured	Produce enhanced	Farmers using items supplied through grants - bunch covers bags, corrugated boxes	Transformational grant support (toolkits, bunch cover bags, corrugated boxes etc.) to FEG members		
Income enhanced in PKR / USD		Quantity of quality produce in KGs / tons	Number of farmers intending to establish orchard for new variety	Number of farmers who received new grants	Number of grants to farmers	Indicators
Sample survey of farmers on their pre- and post implementation income -		Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income
After harvesting		Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	Frequency
Enhanced income	Enhanced sale price secured	Quantity of quality produce enhancedNew markets identified	FEG members adopting improved practices	Capacity of FEG members enhanced	Technical & Managerial trainings (3 Nos) on Banana VC for key stakeholders	
Income enhanced in PKR / USD	Sale price in PKR	Volume of sales in KGs / tons	Number of farmers adopting the new techniques / improved practices	Number of Banana Key Stakeholders trained on best practices in Banana farming - by gender	Number of training events for Banana Key stakeholders	Indicators

Sample survey of farmers on their pre- and post implementation income -	Sample survey of farmers	Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests 2. Validate the number of trainees reported by programs- on a sample basis	Sample attendance of the event	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income. For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.  For quality of training, 1. Obtain post evaluation tool from the trainer 2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objective of the event 3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted. 4. Analyze the posttest event with critical questions on which maximum number of participants failed. 5. Share the results of analysis with the trainer. 6. Make sure that each session is evaluated in this manner and results shared with the trainer immediate for course correction by the trainer.
At the time of sales	At the time of sales	Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs	During event	Frequency	
Enhanced income		New markets identified			Formation of Association for Banana Value Chain		

Income in PKR		Number of meetings intra Association Number of issues required for policy changes Number of meetings with policy makers on identified issues			Number of members in Banana Association	Indicator	
Evaluation	Interview with office bearers	Interviews with office bearers of BA Desk review of Minutes of meetings with policy makers / influencers			Interview office bearers of BA	Methodology	Desk review for minutes of meeting intra and inter Association meetings with policy makers Identify issues in the minutes of meetings requiring policy interventions If the minutes clearly spell out policy level issues then this indicator has been achieved.
As determined by program	On receipt of information	On receipt of information			On receipt of information	Frequency	
Enhanced income	Enhanced sale price secured in new market		Improved produce - sorting, grading, etc.	Pack houses rehabilitated	Construct / rehabilitate pack houses		
Income in PKR	Volume of sale in tons		Value addition in PKR		Volume of pack house increased in Tons	Indicator	
Field visit; interview with owners of PH; interview with staff	Field visit; interview with owners of PH; interview with staff		Field visit; interview with owners of PH; interview with staff		Field visit; interview with owners of PH; interview with staff	Methodology	For results ask about the quantity of banana stored Obtain information on volume of banana stored Obtain information Value of banana stored Obtain value of sales pre Pack house and post pack house Calculate the difference for enhanced income  For jobs, obtain information on employment for running and maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.
Quarterly	Quarterly		Quarterly		Three times during rehabilitation	Frequency	



Enhanced income	Enhanced sale price secured	New markets identified		Corporate framers certified for HACCP	Support for HACCP certifications for 5 identified Corporate farmers		
Income in PKR	Sales in PKR	Volume of sales in KGs / tons		Number of pack houses certified for HACCP		Indicator	
Income enhanced in PKR / USD	Interview with owners of pack houses	Interview with owners of pack houses		Interview with owners of pack houses		Methodology	For results ask about the quantity of banana sold prior to certification Ask about the quantity of banana sold after certification Obtain value of sales pre certification and post certification Calculate the difference for enhanced income attributed to the program
On completion of the event	On completion of the event	On completion of the event		On completion of the event		Frequency	

Results	Outcomes	Outcomes	Outcomes	Outputs	Major Activities		INSTRUCTIONS
Enhanced income	Enhanced sale price secured		New agreements for exports secured	International exposure visits conducted	Support for participation in International Trade shows for establishing b2b linkages		
Income in USD		Value of sales in USD	Number of agreements signed between buyers and sellers	Number of participants attending international exposure visits		Indicators	
		Interviews with participants Desk review of reports from participants	Interviews with participants Desk review of reports from participants	Interviews with participants Desk review of reports from participants		Methodology	Instructions: Assessing the productivity of visit. 1. Obtain information on place of visit. 2. Number of MOUS signed 3. Number of MOUs implemented 4. Quantity of export 5. Value of export

On receipt of report from participant		On receipt of report from participant	On completion of the event	On completion of the event		Frequency	
Enhanced income	Enhanced sale price secured	Quality of marketing enhanced Quantity of quality produce enhanced New markets identified	FEG members adopting improved practices	Capacity of FEG members enhanced	Technical and enterprise development trainings to FEG members <u>(Pre-harvest, Post Harvest and Enterprise Dev.: )</u>		
Income enhanced in PKR / USD	Sale price in PKR	Volume of sales in KGs / tons	Number of farmers adopting the new techniques / improved practices	Number of Members trained - by gender	Number of training events FEG members on Pre and post harvest and enterprise development	Indicators	

Sample survey of farmers on their pre- and post implementation income -	Sample survey of farmers	Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests 2. Validate the number of trainees reported by programs- on a sample basis	Sample attendance of the event	Methodology	<p>Instructions: Assess the knowledge of the participants on critical concepts of the training.</p> <ol style="list-style-type: none"> <li>1. Obtain post evaluation tool from the trainer</li> <li>2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objective of the event</li> <li>3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted.</li> <li>4. Analyze the posttest event with critical questions on which maximum number of participants failed.</li> <li>5. Share the results of analysis with the trainer.</li> <li>6. Make sure that each session is evaluated in this manner and results shared with the trainer immediate for course correction by the trainer.</li> </ol> <p>For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income.</p> <p>For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.</p>
At the time of sales	At the time of sales	Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs	During event	Frequency	
Income increased		Increased sale price	Produce enhanced Quality of product enhanced	Farmers using items supplied through grants - drying sheets / plastic bins	Support for provision of drying sheets and plastic bins to FEG members		
Income enhanced in PKR / USD		Sale price in PKR	Quantity of quality produce in KGs / tons	Number of farmers who are using the items	Number of grants to farmers	Indicators	

Sample survey of farmers on their pre- and post implementation income -		Interview s farmers	Evaluation Sample study - during harvesting season - interview; desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income .  For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.
After sales		On receipt of report from farmers	Field visit - preferably during or around harvesting season	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	Frequency	
Income increased		Enhanced sale price secured	Produce enhanced Quality of product enhanced	Farmers using items supplied through grants - solar dryers / mechanical dryers	Support for provision of Solar Dryers/Mechanical Dryers for Individual Farmers and FEGs		
Income enhanced in PKR / USD		Sale price in PKR	Quantity of quality produce in KGs / tons	Number of farmers who are using the items	Number of grants to farmers	Indicators	
Sample survey of farmers on their pre- and post implementation income -		Interview s farmers	Evaluation Sample study - during harvesting season - interview; desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income .  For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.
After sales		On receipt of report from farmers	Field visit - preferably during or around harvesting season	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	Frequency	

Enhanced income	Enhanced sale price secured	New markets identified	Improved produce for marketing	Capacity enhanced	Establishing / Upgrading testing facility in Kunri		
Sales in PKR	Value of sales		Volume of sales		Number of equipment installed	Indicators	
Interview with staff of facility	Interview with staff of facility		Interview with staff of facility		Observation; interview with staff	Methodology	
At the time of sales	At the time of sales		At the time of sales		Thrice during upgrading	Frequency	
Enhanced income	Enhanced sale price secured	New markets identified		Processors / traders certified for compliance	International Compliance Certification to processors and traders		
Income in PKR	Sales in PKR	Volume of sales in KGs / tons		Number of Traders and Processors with ICC		Indicator	
Interview with owners of pack houses	Interview with owners of pack houses	Interview with owners of pack houses		Interview with Traders and Processors		Methodology	For results ask about the quantity of banana sold prior to certification Ask about the quantity of banana sold after certification Obtain value of sales pre certification and post certification Calculate the difference for enhanced income attributed to the program
On completion of the event	On completion of the event	On completion of the event		On completion of the event		Frequency	

#### CITRUS

Results	Outcomes	Outcomes	Outcomes	Outputs	Major activities		INSTRUCTIONS
Enhanced income		Enhanced sale price secured	New agreements for exports secured	International exposure visits conducted	Participate in Intl Trade fair(s), buyer seller event(s), single country exhibition in new potential market, single product domestic exhibition (4-5 events)		

Income in USD		Value of sales in USD	Number of agreements signed between buyers and sellers	Number of participants attending international exposure visits		Indicators	
Interviews with participants Desk review of reports from participants		Interviews with participants Desk review of reports from participants	Interviews with participants Desk review of reports from participants	Interviews with participants Desk review of reports from participants		Methodology	Instructions: Assessing the productivity of visit. 1. Obtain information on place of visit 2. Number of MOUS signed 3. Number of MOUs implemented 4. Quantity of ex[port 5. Value of export
On receipt of report from participant		On receipt of report from participant	On completion of the event	On completion of the event		Frequency	
Enhanced income	Enhanced sale price secured	Quantity of produce enhanced New markets identified	improved practices adopted by farmers	Capacity of FEG members enhanced	Technical & Managerial trainings for Integrated Farm Mngt , pre & post-harvest, marketing & exports		
Income enhanced in PKR / USD	Sale price in PKR	Volume of sales in KGs / tons	Number of farmers adopting the new techniques / improved practices	Number of Members trained - by gender	Number of training events FEG members on Pre and post harvest and enterprise development	Indicators	

Sample survey of farmers on their pre- and post implementation income -	Sample survey of farmers	Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests 2. Validate the number of trainees reported by programs- on a sample basis	Sample attendance of the event	Methodology	<p>Instructions: Assess the knowledge of the participants on critical concepts of the training.</p> <ol style="list-style-type: none"> <li>1. Obtain post evaluation tool from the trainer</li> <li>2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objective of the event</li> <li>3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted.</li> <li>4. Analyze the posttest event with critical questions on which maximum number of participants failed.</li> <li>5. Share the results of analysis with the trainer.</li> <li>6. Make sure that each session is evaluated in this manner and results shared with the trainer immediate for course correction by the trainer.</li> </ol> <p>For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income.</p> <p>For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.</p>
At the time of sales	At the time of sales	Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs	During event	frequency	
Enhanced income		Enhanced sale price secured	Produce enhanced	Farmers using items supplied through grants - drying sheets / plastic bins	Grant support for on-farm orchards improvement (2000 acres), pre and post-harvest tools etc. (200 grant packages & 10 multipurpose farm machinery)		

Income enhanced in PKR / USD		Sale price in PKR	Quantity of quality produce in KGs / tons	Number of farmers who are using the items	Number of grants to farmers	Indicators	
Sample survey of farmers on their pre- and post implementation income -		Interviews farmers	Evaluation Sample study - during harvesting season - interview; desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income.
After sales		On receipt of report from farmers	Field visit - preferably during or around harvesting season	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	Frequency	
Enhanced income	Enhanced sale price secured	New markets identified		VC Stakeholders certified for Global GAP	Assistance to facilitate VC stakeholders to attain required standards & certifications i.e. Global GAP, IFS, BRC, ISO, & HACCP etc.) – 20-25 certification		
Income in PKR	Sales in PKR	Volume of sales in KGs / tons		Number of Traders and Processors with ICC		Indicator	
Interview with owners of pack houses	Interview with owners of pack houses	Interview with owners of pack houses		Interview with Traders and Processors		Methodology	For results ask about the quantity of banana sold prior to certification Ask about the quantity of banana sold after certification Obtain value of sales pre certification and post certification Calculate the difference for enhanced income attributed to the program
On completion of the event	On completion of the event	On completion of the event		On completion of the event		Frequency	
Enhanced income	Enhanced sale price secured		Quantity of quality produce enhanced	Plug in facilities established	Establish plug in facilities for cool chain (2-3 facilities)		



Income in PKR	Volume of sale in tons		Value addition in PKR	Number of plug in facilities established		Indicator	
Field visit; interview with owners interview with staff	Field visit; interview with owners; interview with staff		Field visit; interview with owners; interview with staff	Field visit; interview with owners; interview with staff		Methodology	Obtain information on utilization of the plug-in points; how many vehicles using the points Losses in % without plug-in points Losses in % with utilization of plug-in points Difference is the increase in income
Quarterly	Quarterly		Quarterly	Three times during the plug in process		Frequency	

## HVOSV

Results	Outcomes	Outcomes	Outcomes	Outputs	Major activities		INSTRUCTIONS
Enhanced income	Enhanced sale price secured			New agreements for sale to high-end markets secured	Development of market linkages of agribusinesses with high end markets		
Income in PKR	Sale price in PKR			Number of agreements with high end markets		Indicators	
Interview with farmers	Interview with farmers			Interview with farmers		Methodology	Obtain information on: Volume of production Volume of sales pre and post linkage Value of sales pre and post linkage development Difference between pre and post intervention is the income enhanced
Seasonal	Seasonal			Seasonal		Frequency	

Enhanced income	Enhanced sale price secured			New agreements for sale to larger firms secured	Establish linkages of micro enterprises with larger firms.		
Income in PKR	Sale price in PKR			Number of agreements with larger firms		Indicators	
Interview with farmers	Interview with farmers			Interview with Micro enterprises and larger firms		Methodology	Obtain information on: Volume of production Volume of sales pre and post linkage Value of sales pre and post linkage development Difference between pre and post intervention is the income enhanced
Seasonal	Seasonal			Seasonal		Frequency	
Income enhanced	Enhanced sale price secured	Quantity of quality produce enhanced	FEG members adopting improved practices	Capacity of FEG members enhanced	Training of Farmers Enterprise Groups (FEGs) on pre & post harvest		
Income enhanced in PKR / USD	Sale price in PKR	Quantity of quality produce in KGs / tons	Number of farmers adopting new techniques / improved practices	1. Number of FEG members trained, by type of training - by gender	1. Number of FEGs formed 2. Number of TOT events 3. Number of Trainers trained - by gender 4. Number of training events for FEG members held	Indicators	

Sample survey of farmers on their pre- and post implementation income -	Interview with FEGs	Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests 2. Validate the number of trainees reported by programs on a sample basis	1. Sample field survey of FEGs to assess the validity of reported FEG numbers - validation 2. Sample attendance of TOTs events - to assess the quality of training event - pre and post tests - Observation and interviews 3. Sample survey of Trainers - to assess their knowledge and practice on the new techniques - Observation and interviews	Methodology	Instructions: Assess the knowledge of the participants on critical concepts of the training. 1. Obtain post evaluation tool from the trainer 2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objective of the event 3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted. 4. Analyze the posttest event with critical questions on which maximum number of participants failed. 5. Share the results of analysis with the trainer. 6. Make sure that each session is evaluated in this manner and results shared with the trainer immediate for course correction by the trainer. For results ask about the farmers production cost, production in tons, quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income
After harvesting	After harvesting	Field visit - preferably during or around harvesting season	Field visit - quarterly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs	1. On receipt of reports from programs on FEGs formed 2. During event 3. During event	frequency	
Income enhanced	Enhanced sale price secured		Produce enhanced	Farmers using items supplied through grants - Seed, packing material, toolkits, structure farming, tunnels, processing units	Transformational Grant support to FEGs - HV/OSV (Seed, Packing Materials and toolkits, Structure farming, tunnels and small processing etc.)		

Income enhanced in PKR / USD		Quantity of quality produce in KGs / tons	Number of farmers intending to establish orchard for new variety	Number of farmers who received new grants	Number of grants to farmers	Indicators	
Sample survey of farmers on their pre- and post implementation income -		Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	
After harvesting		Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	Frequency	
Income enhanced	Enhanced sale price secured		Produce enhanced	Farmers using items supplied through grants - Seed, toolkits,	Provision of high yielding quality seed and Toolkits to FEG members and individual farmers for cultivation		
Income enhanced in PKR / USD		Quantity of quality produce in KGs / tons	Number of farmers intending to establish orchard for new variety	Number of farmers who received new grants	Number of grants to farmers	Indicators	
Sample survey of farmers on their pre- and post implementation income -		Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income .
After harvesting		Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	Frequency	

Income enhanced	Enhanced sale price secured		Produce enhanced	Farmers using items supplied through grants - Walk in and high tunnels	Transformational Grant support to Individual Farmers for HV/OSV Production through Walk-in and high tunnels (109 packages under Implementation in KPK, ICT and Punjab)		
Income enhanced in PKR / USD		Quantity of quality produce in KGs / tons	Number of farmers intending to establish orchard for new variety	Number of farmers who received new grants	Number of grants to farmers	Indicators	
Sample survey of farmers on their pre- and post implementation income -		Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income .  For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.
After harvesting		Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	Frequency	
Enhanced income	Enhanced sale price secured		Participants adopt new practices	Capacity enhanced	<b>Walk through the Chain – Exposure Visits</b>		
Income in PKR	Sale price in PKR		Number of participants		Number of participants Number of events	Indicator	

Interview with participants; program staff	Interview with participants; program staff		Interview with participants; program staff		Interview with participants; program staff	Methodology	Instructions: Assessing the productivity of visit. 1. Obtain information on place of visit 2. Number of MOUs / contracts / agreements signed 3. Number of MOUs / agreements implemented 4. Quantity of sales 5. Value of Sales 6. Last years sales minus from the post linkage sales will give the increase in income
After receipt of report of sales	After receipt of report of sales		After the event		After the event	Frequency	
Enhanced income	Enhanced sale price secured	New markets identified Produce sold at Gala		VG arranged	Arrange Vegetable Gala-one each in Punjab & KPK		
Income in PKR	Sale price in PKR	Produce sold in Kgs / Tons		Number of events		Indicator	
Interview with participants of Gala	Interview with participants of Gala	Interview with participants of Gala		Interview with participants of Gala		Methodology	Instructions: Assessing the productivity of Gala. 1. Obtain information on the vegetable GALA 2. Number of MOUs / contracts / agreements signed 3. Number of MOUs / agreements implemented 4. Quantity of sales during GALA 5. Value of Sales during GALA 6. Last years sales minus from the post GALA sales will give the increase in income
At the time of event	At the time of event	At the time of event		At the time of event		Frequency	

MEAT							
Results	Outcomes	Outcomes	Outcomes	Outputs	Major activities		INSTRUCTIONS
Enhanced income	Enhanced sale price secured		New markets identified for meat	Halal Veal Festival conducted	Conduct Halal Veal Festival to promote Pakistani Halal and Traceable Meat		
Income in PKR	Sale price in PKR		Number of new agreements with new markets	Number of events		indicators	
At the conclusion of events	Attend event		Attend event	Attend event		Methodology	Quantity of orders received as result of Halal meat Festival Value of orders received during the event Quantity of meat exported as a result of the festival Value of meat exported as a result of the festival
Conclusion of events	At the time of event		At the time of event	At the time of event		frequency	
Enhanced income	Enhanced sale price secured		Veal production increased	Commercial feedlots established	Establish Commercial Feedlot Nucleus Farms with backward links to Women Village level farmers and forward linkages with Meat Processors/ Exporters		
Income in PKR	Sale price in PKR		Quantity of meat in tons	Number of Women Farmers Number of Nucleus farms		indicator	
Interview farmers			Field visits; interviews with farmers	Field visits; interviews with farmers		Methodology	Obtain information on: 1. Number of calves sold to the feed Lot farm 2. Quantity of meat sold by the Feed Lot Farms 3. Value of meat sold by Feed Lot Farms  For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.

Yearly	Yearly	Yearly	Once a quarter	Once a quarter after establishment of the farm		frequency	
Income enhanced	Enhanced sale price secured	Quantity of meat enhanced	Quality feed made available to farmers	Balanced feed production practices adopted by Feed Industries	Transformational Grant support to Feed Industry for Silage, Calf Milk Replacer (CMR) and Total Mixed Rations (TMR)		
Income enhanced in PKR / USD		Quantity of quality produce in KGs / tons	Number of farmers who established / improved feed industry	Number of farmers who received new grants		indicators	
Sample survey of farmers on their pre- and post implementation income -		Evaluation Sample study - during sale season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	For results ask about the farmer's production cost, production in tons, quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the increment in sales and enhanced income.  For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.
After sale		Field visit - preferably during or around sale season	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	frequency	
Income increased	Enhanced sale price secured	Meat exported	Agreements signed for export of meat	International events held for meat export and branding Pakistan as Hub for Halal and traceable meat	Support for market linkages participation in at least two Intl. Marketing events and b2b meeting for meat export and branding Pakistan as Hub for Halal & Traceable Meat.		
Income in USD		Value of sales in USD	Number of agreements signed between buyers and sellers	Number of participants attending international exposure visits		indicators	



Interviews with participants Desk review of reports from participants		Interviews with participants Desk review of reports from participants	Interviews with participants Desk review of reports from participants	Interviews with participants Desk review of reports from participants		Instructions: Assessing the productivity of linkage. 1. Obtain information on linkage 2. Number of MOUs signed 3. Number of MOUs implemented 4. Quantity of sales 5. Value of sales
On receipt of report from participant		On receipt of report from participant	On completion of the event	On completion of the event		
Income increased	Enhanced sale price secured	Meat exported	Agreements signed for export of meat	International events held for meat export and branding Pakistan as Hub for Halal and traceable meat	Support for market linkages participation in at least two Intl. Marketing events and b2b meeting for meat export and branding Pakistan as Hub for Halal & Traceable Meat.	
Income in PKR	Sale price in PKR	Number of quality breed calves born	Number of farmers using the services of the trained AI technicians	Number of AI technicians trained		
Interview farmers	Interview farmers	Interview AI Technicians and farmers	Interview AI Technicians and farmers	Interview AI technicians		Instructions: Assessing the productivity of linkage. 1. Obtain information on linkage 2. Number of MOUs signed 3. Number of MOUs implemented 4. Quantity of sales 5. Value of sales
Yearly	Yearly	Six monthly	Quarterly	During training Sample based validation of trainees		
Income increased	Enhanced sale price secured	Meat exported	Agreements signed for export of meat	International events held for meat export and branding Pakistan as Hub for Halal and traceable meat	Support PHDA to organize International Halal Conference to brand Pakistan as a hub for halal and traceable meat	

Income in PKR	Sale price in PKR	Quantity of meat exported to the participating countries	Number of agreements	Number of participants attending the conference Number of countries participated		Indicator	
Interview participants Desk review	Interview participants Desk review	Interview participants Desk review	Interview participants Desk review	Interview participants Desk review of participants profile		Methodology	Quantity of orders received as result of Halal meat Festival Value of orders received during the event Quantity of meat exported as a result of the festival Value of meat exported as a result of the festival
Quarterly	Quarterly	Quarterly	During event and quarterly follow up	During event		Frequency	
Income increased	Enhanced sale price secured	Meat exported	Farmers adopting techniques for establishing / improving feed lot fattening farms Farmers adopting techniques for improving meat processing industry	International exposure visits held - feed lot fattening and meat processing	Support in organizing Intl. exposure visit for i) Feed lot fattening farms ii) Meat Processing Industry		
Income in PKR and USD	Sale price in PKR	Quantity of meat exported in tons	Number of farmers adopting techniques	Number of participants Number of events		Indicator	
Interview participants	Interview participants	Interview participants	Field visit to farms Interview participants	Interview participants		Methodology	Instructions: Assessing the productivity of visit. 1. Obtain information on place visit 2. Number of MOUs signed 3. Number of MOUs implemented 4. Quantity of export 5. Value of export
Yearly	Yearly	Yearly	Quarterly	After the exposure visit		Frequency	

Enhanced income	Enhanced sale price secured	Enhanced meat production	Improved practices adopted	Capacity of key stakeholders enhanced	Technical & Managerial trainings on Production and Marketing of Meat VC for key stakeholders		
Income enhanced in PKR / USD	Sale price in PKR	Volume of sales in KGs / tons	Number of farmers adopting the new techniques / improved practices	Number of Members trained - by gender		Indicators	
Sample survey of farmers on their pre- and post implementation income -	Sample survey of farmers	Evaluation Sample study - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests 2. Validate the number of trainees reported by programs- on a sample basis		Methodology	For results ask about the farmer's production cost, production income in tons, quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income. For quality of training, 1. Obtain post evaluation tool from the trainer 2. Ensure that questions related to critical concept are present to critical concept means the questions that relate to the objective of the event 3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted 4. Analyze the posttest event with critical questions on which maximum number of participants failed. 5. Share the results of analysis with the trainer. 6. Make sure that each session is evaluated in this manner and results shared with the trainer immediately for course correction by the trainer.
At the time of sales	At the time of sales	On receipt of information from the programs	Field visit - six monthly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs		Frequency	
Enhanced income	Enhanced sale price secured		Improved practices of fodder crops adopted	Capacity enhanced	Introduction of broad acre farming for soya bean & other fodder crops		

Income enhanced in PKR / USD		Quantity of in KGs / tons	Number of farmers establishing broad acre farming for soya bean	Number of farmers who received new grants	Number of grants to farmers	Indicators	
Sample survey of farmers on their pre- and post implementation income -		EvaluationSample study - during harvesting season - interview; desk reviews	MonitoringSample survey - observation; interview, desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	For results ask about the farm production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the increment sales and enhanced income . For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.
After harvesting		Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	Frequency	
Enhanced income	Enhanced sale price secured		Improved practices of fodder crops adopted	Capacity enhanced	Assist Meat Sector through 3-Tier Modular Training Courses through UVAS and Provide TA for meat cuts and butchery techniques'		
Income enhanced in PKR / USD	Sale price in PKR	Volume of sales in KGs / tons	Number of farmers adopting the new techniques / improved practices	Number of Members trained - by gender		Indicators	

Sample survey of farmers on their pre- and post implementation income -	Sample survey of farmers	Evaluation Sample study - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests 2. Validate the number of trainees reported by programs- on a sample basis			For results ask about the farm production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the increment sales and enhanced income . For quality of training, 1. Obtain post evaluation tool from the trainer 2. Ensure that questions relate to critical concept are present critical concept means the questions that relate to the objective of the event 3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted 4. Analyze the posttest event with critical questions on which maximum number of participants failed. 5. Share the results of analysis with the trainer. 6. Make sure that each session evaluated in this manner and results shared with the trainer immediately for course correction by the trainer.
At the time of sales	At the time of sales	On receipt of progress reports from programs	Field visit - six monthly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs			
Enhanced income	Enhanced sale price secured		Improved practices of fodder crops adopted	Capacity enhanced	Advanced training program on butchery techniques and carcass processing		
Income enhanced in PKR / USD	Sale price in PKR	Volume of sales in KGs / tons	Number of farmers adopting the new techniques / improved practices	Number of Members trained - by gender			

Sample survey of farmers on their pre- and post implementation income -	Sample survey of farmers	Evaluation Sample study - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests 2. Validate the number of trainees reported by programs- on a sample basis		Methodology	For results ask about the farm production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the increment sales and enhanced income . For quality of training, 1. Obtain post evaluation tool from the trainer 2. Ensure that questions relate to critical concept are present critical concept means the questions that relate to the objective of the event 3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted 4. Analyze the posttest event with critical questions on which maximum number of participants failed. 5. Share the results of analysis with the trainer. 6. Make sure that each session evaluated in this manner and results shared with the trainer immediately for course correction by the trainer.
At the time of sales	At the time of sales	Field visit -	Field visit - six monthly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs		Frequency	

SEED POTATO							
<b>Results</b>	<b>Outcomes</b>	<b>Outcomes</b>	<b>Outcomes</b>	<b>Outputs</b>	<b>Major activities</b>		<b>INSTRUCTIONS</b>
Enhanced income		Enhanced sale price secured	New agreements for exports secured	International exposure visits conducted	Support in organizing Intl. exposure visit(s)		Instructions: Assessing the productivity of visit. 1. Obtain information on place of 2. Number of MOUS signed 3. Number of MOUs implemented 4. Quantity of ex[port 5. Value of export
Income in USD		Value of sales in USD	Number of agreements signed between buyers and sellers	Number of participants attending international exposure visits		Indicators	
Interview participants		Interviews with participants Desk review of reports from participants	Interviews with participants Desk review of reports from participants	Interviews with participants Desk review of reports from participants		Methodology	
On receipt of report from participant		On receipt of report from participant	On completion of the event	On completion of the event		Frequency	

Enhanced income	Enhanced sale price secured	Quantity of produce enhanced New markets identified	improved practices adopted by farmers	Capacity of FEG members enhanced	Conduct technical and enterprise development trainings for FEGs members with support of IPs		<p>For results ask about the farmers production cost, production in ton, quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be incremental sales and enhanced income .</p> <p>For quality of training,</p> <ol style="list-style-type: none"> <li>1. Obtain post evaluation tool from the trainer</li> <li>2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objective of the event</li> <li>3. Interview participants and score 1 or 0. One means correct answer zero means wrong answer or not attempted.</li> <li>4. Analyze the posttest event with critical questions on which maximum number of participants failed.</li> <li>5. Share the results of analysis with the trainer.</li> <li>6. Make sure that each session is evaluated in this manner and results shared with the trainer immediately for course correction by the trainer.</li> </ol>
Income enhanced in PKR / USD	Sale price in PKR	Volume of sales in KGs / tons	Number of farmers adopting the new techniques / improved practices	Number of Members trained - by gender	Number of training events FEG members on Pre and post harvest and enterprise development	Indicators	



Sample survey of farmers on their pre- and post implementation income -	Sample survey of farmers	EvaluationSample study - during harvesting season - interview; desk reviews	MonitoringSample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests2. Validate the number of trainees reported by programs- on a sample basis	Sample attendance of the event	Methodology	For results ask about the farmers production cost, production in ton quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be incremental sales and enhanced income .For quality of training,1. Obtain post evaluation tool from the trainer2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objectives of the event3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted.4. Analyze the posttest event with critical questions on which maximum number of participants failed.5. Share the results of analysis with the trainer. Make sure that each session is evaluated in this manner and results shared with the trainer immediately for course correction by the trainer.
At the time of sales	At the time of sales	Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs	During event	Frequency	
Enhanced income	Enhanced sale price secured	Quantity of produce enhanced New markets identified	improved practices adopted by farmers	Capacity of Stakeholders enhanced	Technical & Managerial trainings (2 Nos) for key stakeholders		
Income enhanced in PKR / USD	Sale price in PKR	Volume of sales in KGs / tons	Number of farmers adopting the new techniques / improved practices	Number of Members trained - by gender	Number of training events FEG members on Pre and post harvest and enterprise development	Indicators	

Sample survey of farmers on their pre- and post implementation income -	Sample survey of farmers	Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests 2. Validate the number of trainees reported by programs- on a sample basis	Sample attendance of the event	Methodology	For results ask about the farmers production cost, production in ton quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be incremental sales and enhanced income . For quality of training, 1. Obtain post evaluation tool from the trainer 2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objective of the event 3. Interview participants and score 1 or 0. One means correct answer zero means wrong answer or not attempted. 4. Analyze the posttest event with critical questions on which maximum number of participants failed. 5. Share the results of analysis with the trainer. 6. Make sure that each session is evaluated in this manner and results shared with the trainer immediately for course correction by the trainer.
At the time of sales	At the time of sales	Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs	During event	frequency	
Income increased	Enhanced sale price secured		Quantity of Produce enhanced	Farmers using items supplied through grants - Seed, packing, toolkits	Transformational grant support (Seed, Packing Materials and toolkits, etc.) to FEG members		
Income enhanced in PKR / USD	Sale price in PKR	Quantity of quality produce in KGs / tons	Number of farmers utilizing grants	Number of farmers who received new grants	Number of grants to farmers	indicators	

Sample survey of farmers on their pre- and post implementation income -	Sample study	Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	<p>For results ask about the farmers production cost, production in ton, quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be incremental sales and enhanced income .</p> <p>For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the results with 260 to arrive at the FTE.</p>
After harvesting	Interview farmers on a sample basis - six monthly	Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	Frequency	
Enhanced income	Enhanced sale price secured	Enhanced availability of potato for sale	Shelf life of potato enhanced	Cellars established	Transformational grant support for establishment of Cellars (15 Nos,)		
Income enhanced in PKR / USD	Sale price in PKR	Quantity of potato in KGs / tons	% age of wastage	Number of farmers who received new grants	Number of grants to farmers	Indicators	

Sample survey of farmers on their pre- and post implementation income -	Evaluation Sample study - before and after intervention - interview; desk reviews	Evaluation Sample study - before and after intervention - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	For results ask about the farmers production cost, production in ton quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be incremental sales and enhanced income . For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.
After selling	Interview farmers on a sample basis - six monthly	Field visit - six monthly or as per stages of development identified by programs	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	frequency	

GRAPES							
Results	Outcomes	Outcomes	Outcomes	Outputs	Major activities		INSTRUCTIONS
Enhanced income	Enhanced sale price secured	Quantity of produce enhanced New markets identified	improved practices adopted by farmers	Capacity of FEG members enhanced	Conduct technical trainings		<p>For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income .</p> <p>For quality of training,</p> <ol style="list-style-type: none"> <li>1. Obtain post evaluation tool from the trainer</li> <li>2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objective of the event</li> <li>3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted.</li> <li>4. Analyze the posttest event with critical questions on which maximum number of participants failed.</li> <li>5. Share the results of analysis with the trainer.</li> <li>6. Make sure that each session is evaluated in this manner and results shared with the trainer immediate for course correction by the trainer.</li> </ol>
Income enhanced in PKR / USD	Sale price in PKR	Volume of sales in KGs / tons	Number of farmers adopting the new techniques / improved practices	Number of Members trained - by gender	Number of training events FEG members on Pre and post harvest and enterprise development	Indicators	

Sample survey of farmers on their pre- and post implementation income -	Sample survey of farmers	EvaluationSample study - during harvesting season - interview; desk reviews	MonitoringSample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests2. Validate the number of trainees reported by programs- on a sample basis	Sample attendance of the event	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income .For quality of training,1. Obtain post evaluation tool from the trainer2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objective of the event3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted.4. Analyze the posttest event with critical questions on which maximum number of participants failed.5. Share the results of analysis with the trainer.6. Make sure that each session is evaluated in this manner and results shared with the trainer immediate for course correction by the trainer.
At the time of sales	At the time of sales	Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs	During event	Frequency	

Sample survey of farmers on their pre- and post implementation income -	Sample survey of farmers	Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	1. Sample attendance of training events to assess the quality of training event - pre and post tests 2. Validate the number of trainees reported by programs - on a sample basis	Sample attendance of the event	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income . For quality of training, 1. Obtain post evaluation tool from the trainer 2. Ensure that questions related to critical concept are present; critical concept means the questions that relate to the objective of the event 3. Interview participants and score as 1 or 0. One means correct answer and zero means wrong answer or not attempted. 4. Analyze the posttest event with critical questions on which maximum number of participants failed. 5. Share the results of analysis with the trainer. 6. Make sure that each session is evaluated in this manner and results shared with the trainer immediate for course correction by the trainer.
At the time of sales	At the time of sales	Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	1. During event 2. On receipt of report from programs	During event	Frequency	
Income increased	Enhanced sale price secured		Quantity of Produce enhanced	Farmers using items supplied through grants -	Transformational grant support (		
Income enhanced in PKR / USD	Sale price in PKR	Quantity of quality produce in KGs / tons	Number of farmers utilizing grants	Number of farmers who received new grants	Number of grants to farmers	Indicators	

Sample survey of farmers on their pre- and post implementation income -	Sample study	Evaluation Sample study - during harvesting season - interview; desk reviews	Monitoring Sample survey - observation; interview, desk reviews	Interview farmers on sample basis	Attend the event, or Validate the distribution of grant through sample survey of beneficiaries of grants	Methodology	For results ask about the farmers production cost, production in tons , quantity of sales, and sale price - pre intervention and post intervention. Difference of pre and post will be the incremental sales and enhanced income .  For jobs, obtain information on employment at each stage of establishment, and yearly maintenance, in terms of hours or days as applicable. Divide the result with 260 to arrive at the FTE.
After harvesting	Interview farmers on a sample basis - six monthly	Field visit - preferably during or around harvesting season	Field visit - six monthly or as per stages of development identified by programs	Interview farmers on a sample basis - six monthly	On receipt of plan for distribution	Frequency	



### PERFORMANCE INDICATOR REFERENCE SHEET (PIRS)

**Indicator- # and Title:** 2.1-a Value of incremental sales attributed to program implementation

**Development Objective (DO) - # and Title:** 2 Improved Economic Status of Target Populations

**Intermediate Result (IR) - # and Title:** 2.1 Improved Economic Performance of Target Enterprises

**Sub-Intermediate Result (Sub-IR) - # and Title:** N/A

**Relationship between the Sub-IR and IR or IR and DO:** *Enter the explanation of the linkage between the lowest level of result represented by the indicator, and the next level of result up; address the "so what?" question to move from outputs to outcomes, or outcomes to impact; explain in terms of the development hypotheses, do not simply restate the structure of the Results Framework.*

Value (in US dollars) of sales is a measure of the competitiveness. This measurement also helps track improvements in access to markets and progress toward commercialization by subsistence and semi-subsistence smallholders. Improving markets will contribute to the key objective of increased productivity and production, which in turn will increase income and employment.

### INDICATOR DESCRIPTION

**Precise Definition(s):** *Enter the precise definition of the indicator so it can be operationalized; define all terms, elements, implied actions and calculations; [for example, "farmers using better production techniques" – define "better production" and "techniques". Describe how this will be determined – e.g. Index, scale, standards]. For indicators that are percent or proportions explain how it will be calculated and what will serve as the numerator and denominator. If the indicator is cumulative, made up of stages or phases, or is a yes-no, please specify this and explain the stages/phases or how it is cumulative. If it is a Standard Program Structure ("F") Indicator, use and if necessary, refine the standard definition.*

This indicator will collect value (in US dollars) of sales of targeted commodities for its calculation. Only count sales in the reporting year attributable to the USG assistance. Examples of assistance include facilitating access to inputs and providing extension services, marketing assistance or other activities that benefited farms/enterprises.

The value of incremental sales indicates the value (in USD) of the total amount of targeted products sold relative to a base year and is calculated as the total value of sales of a product during the reporting year minus the total value of sales in the last reporting period.

It is absolutely essential that a Baseline Year Sales data point is entered. The Value of Incremental Sales indicator value cannot be calculated without a value for baseline year sales. If data on the total value of sales of the value chain commodity by direct beneficiaries prior to project implementation started is not available, do not leave the baseline blank or enter '0'. Use the earliest reporting year sales actual as the baseline year sales. This will cause some underestimation of the total value of incremental sales achieved, but is preferable to being unable to calculate incremental sales at all.

If a direct beneficiary sample survey is used to collect gross margin data, sample survey estimates must be extrapolated to total beneficiary estimated values to reflect total sales by the activity's direct beneficiaries.

Unit of Measure:	Type of Indicator:	Category:		Desired Direction:
<i>Enter unit of measure (e.g. "number of ____", "percent of ____" etc.)</i>	<i>Enter "output", "outcome" or "impact".</i>	<i>Enter "Standard F" or "Custom"</i>	<i>If "Standard F" indicator, enter the number</i>	<i>Enter "increasing", "decreasing" or "static" to indicate the direction of success result.</i>
Number of USD	Outcome	Modified Standard F	4.5.2-23	Increasing

**Aggregation Process:** *If indicator will be collected by more than one source, explain how the data will aggregate across these multiple sources (e.g. in the case of # of jobs, demonstrate how data definitions for what is counted as a "job" is consistently interpreted across sources and specify that the data reported by each partner will be added together for a combined total; or in the case of a stage of phase indicator, state how data from different partners will combine into one final data). Also specify the timeline for aggregation (e.g. all sources will be added together each quarter).*

All data are added together across all data collection/reporting entities.

**Disaggregates:** *Enter all disaggregation titles/ categories and values (e.g. title: Household Head Type; values: Female no Male Adult households, Male no Female Adults households, Male and Female Adult households, Child no Adult households.)*

**Districts; Ag/Non-Ag Sector; Value Chain**(Horticulture, Dairy, Fishery, Meat, **Value Chain Actors** (Input Supplier, Producer, Processor, Market Agent); **EGA Component**(Horticulture, Crops, Livestock, Marketing); **FMC/Non FMC** (Grapes FMC, Apple FMC, Wool FMC, Non-FMC); **National/International**

<b>Name of IP/ Responsible Party for Data Collection:</b>	<b>Frequency of data collection:</b> <i>Enter how often the data will be collected (Weekly, Monthly, etc.)</i>
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Agribusiness,	Annually for BAP, quarterly for Entrepreneurs.
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<b>Data Source:</b> <i>Enter where IP obtains data (e.g. self-collected, GOP records or private sector).</i>	<b>Data Entry Frequency into PakInfo:</b> <i>Enter the anticipated frequency of regular data entry into PakInfo (e.g. Quarterly, Annually, etc)</i>	<b>Responsible Party for Data Entry into PakInfo:</b> <i>Enter who will be responsible for inputting and submitting data via PakInfo.</i>
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Partner reports	Quarterly	Agribusiness,
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**Data collection method:** *Enter the tools and methods to be used for data collection and indicate for each method who (IP, USAID or third party) will collect the data. (e.g. telephone survey of household sample, reading assessment administered by third-party, sign-in sheets of training participants by IP)*

Projects will collect primary data from beneficiaries on value of sales through survey on predesigned forms on quarterly basis.

**Data Analysis Plan:***Enter how the data will be analyzed, including description of methodology (e.g. descriptive, comparative, qualitative or quantitative) as well as who will participate in the data analysis process (e.g. activity manager, chief of party, other stakeholders, GOP representatives, etc.)*

Automated generation of Output/ summarytables/progress, analysis by external consultant, third party analysis and analysis by M&E experts.

Comparative (pre/post activity, VC wise, region wise, USG assistance wise), quantity sold and price per unit, statistical analysis, qualitative and quantitative analysis.

#### DATA QUALITY

**Data Quality Assessment (DQA):** *Enter the date the DQA was conducted and the person who conducted the DQA*

<b>Date:</b> (MM/YY)	<b>DQA completed by:</b>
05/2014	Third Party (Monitoring and Evaluation Project with MSI)

**Key Data Quality Limitations (if any) and Actions Planned to Address Those Limitations:** *Enter data limitations identified in the data quality assessment process related to the five quality standards, namely validity, integrity, precision, reliability and timeliness; discuss the significance of data weakness that may affect the conclusions about the extent to which performance goals have achieved; describe corrective actions planned or taken for addressing data weakness.*

### BASELINE

Baseline Year: (YYYY)	Baseline Data:	Reason for Postponement/Other Comments: <i>If no baseline was established, enter the explanation and rationale for not establishing a baseline. Also indicate any other issues related to the baseline collection or data (such as rolling baselines or baselines from different sources rolling into one).</i>
2009	0	

### TARGET

Initial Target:	Date for Achievement of Initial Target: (MM/YY)	Date Initial Target was Set: (MM/YY)
20%	Sept/2016	Oct/2012
Revised Target:	Date for Achievement of Revised Target: (MM/YY)	Date Revised Target was Set: (MM/YY)
13.9 million	September 2015	September 2013
2 <sup>nd</sup> Revision to Target:	Date for Achievement of Revised Target: (MM/YY)	Date Revised Target was Set: (MM/YY)
39.4 million	September 2015	April 2014

### OTHER NOTES / NEXT STEPS

*If the indicator is pending, explain why and expected date when collection will begin. As appropriate, indicate any other important information about the indicator and/or its data collection as well as actions needing to be taken.*

### CHANGES & UPDATES

Date (MM/YY)	Name <i>Enter who made updates</i>	Change or Update Made:	Reason for Change or Update:

### PERFORMANCE INDICATOR REFERENCE SHEET (PIRS)

**Indicator - # and Title:** 2.1.1-b Number of micro, small and medium enterprises (MSMEs), including farmers, receiving business development services from USG assisted sources

**Development Objective (DO) - # and Title:** 2 Improved Economic Status of Target Populations

**Intermediate Result (IR) - # and Title:** 2.1 Improved Economic Performance of Target Enterprises

**Sub-Intermediate Result (Sub-IR) - # and Title:** 2.1.1 Improved Access to Finance

**Relationship between the Sub-IR and IR or IR and DO:** *Enter the explanation of the linkage between the lowest level of result represented by the indicator, and the next level of result up; address the "so what?" question to move from outputs to outcomes, or outcomes to impact; explain in terms of the development hypotheses, do not simply restate the structure of the Results Framework.*

This indicator directly measures the extent of access to finance, which contributes to the IR of improved economic performance of target enterprises. The IR affects the DO of income and employment. Limited access to finance is a one of the major constraints on small and medium enterprise business development. With access to equity finance for working capital and longer-term investment, enterprises will be better able to achieve enhanced growth and improve their overall performance and viability.

### INDICATOR DESCRIPTION

**Precise Definition(s):** *Enter the precise definition of the indicator so it can be operationalized; define all terms, elements, implied actions and calculations; [for example, "farmers using better production techniques" – define "better production" and "techniques". Describe how this will be determined – e.g. Index, scale, standards]. For indicators that are percent or proportions explain how it will be calculated and what will serve as the numerator and denominator. If the indicator is cumulative, made up of stages or phases, or is a yes-no, please specify this and explain the stages/phases or how it is cumulative. If it is a Standard Program Structure ("F") Indicator, use and if necessary, refine the standard definition.*

Total number of micro (1-5) small (6-50) and medium (51-100) enterprises (where the numbers in parentheses refer to numbers of employees) receiving services from USG-supported enterprise development providers. "Employees" in this case refers to full time-equivalent workers during the reporting period. Services may include, among other things, business planning, procurement, technical support in production techniques, quality control and marketing, micro-enterprise loans, and so on. Clients may be involved in agro-processing, community forestry, fisheries, input suppliers, or other small businesses receiving USG assistance. Additional examples of enterprise-focused services include:

- **Market Access:** These services identify/establish new markets for small enterprise (SE) products; facilitate the creation of links between all the actors in a given market and enable buyers to expand their outreach to, and purchases from, SEs; and enable SEs to develop new products and produce them to buyer specifications.
- **Input supply:** These services help SEs improve their access to raw materials and production inputs; facilitate the creation of links between SEs and suppliers and enable the suppliers to both expand their outreach to SEs and develop their capacity to offer better, less expensive inputs.
- **Technology and Product Development:** These services research and identify new technologies for SEs and examine the capacity of local resource people to produce, market, and service those technologies on a sustainable basis; develop new and improved SE products that respond to market demand.
- **Training and Technical Assistance:** These services develop the capacity of enterprises to better plan and manage their operations and improve their technical expertise; develop sustainable training and technical assistance products that SEs are willing to pay for and they foster links between service providers and enterprises.
- **Finance:** These services help SEs identify and access funds through formal and alternative channels that include supplier or buyer credits, factoring companies, equity financing, venture capital, credit unions, banks, and the like; assist buyers in establishing links with commercial banks (letters of credit, etc.) to help them finance SE production directly.
- **Infrastructure:** These services establish sustainable infrastructure (refrigeration, storage, processing facilities, transport systems, loading equipment, communication centers, and improved roads and market places) that enables SEs to increase sales and income.
- **Policy/Advocacy:** These services carry out subsector analyses and research to identify policy constraints and opportunities for SEs; facilitate the organization of coalitions, trade organizations, or associations of business people, donors, government officials, academics, etc. to effect policies that promote the interests of SEs.

**Only count the receiving enterprise once per reporting year, even if multiple services are received.**

<b>Unit of Measure:</b> <i>Enter unit of measure (e.g. "number of ____", "percent of ____" etc.)</i>	<b>Type of Indicator:</b> <i>Enter "output", "outcome" or "impact".</i>	<b>Category:</b> <i>Enter "Standard F" or "Custom"</i> <i>If "Standard F" indicator, enter the number</i>		<b>Desired Direction:</b> <i>Enter "increasing", "decreasing" or "static" to indicate the direction of success result.</i>
Number of enterprises/farmers	Output	Standard F	4.5.2-37	Increasing

**Aggregation Process:** *If indicator will be collected by more than one source, explain how the data will aggregate across these multiple sources (e.g. in the case of # of jobs, demonstrate how data definitions for what is counted as a "job" is consistently interpreted across sources and specify that the data reported by each partner will be added together for a combined total; or in the case of a stage of phase indicator, state how data from different partners will combine into one final data). Also specify the timeline for aggregation (e.g. all sources will be added together each quarter).*

All data are added together across all data collection/reporting entities

**Disaggregates:** *Enter all disaggregation titles/ categories and values (e.g. title: Household Head Type; values: Female no Male Adult households, Male no Female Adults households, Male and Female Adult households, Child no Adult households.)*

**District; Gender** (of enterprise owner); Ag/No-Ag Sector, **Value Chain** (Horticulture, Dairy, Fishery, Meat; **EGA size of enterprise** (Micro (1-5), Small (6-50), Medium (51-100)); **Type of enterprise** (Horticulture, Livestock, Dairy Farming, Artificial Insemination, Livestock Extension); **Type of Services** (Business Management Services, Material Inputs, Funds, Training, Technical Assistance)

### DATA COLLECTION, STORAGE, and ANALYSIS

**Name of IP/ Responsible Party for Data Collection:** **Frequency of data collection:** *Enter how often the data will be collected (Weekly, Monthly, etc.)*

Agribusiness,

Quarterly

**Data Source:** *Enter where IP obtains data (e.g. self-collected, GOP records or private sector).*

**Data Entry Frequency into PakInfo:** *Enter the anticipated frequency of regular data entry into PakInfo (e.g. Quarterly, Annually, etc)*

**Responsible Party for Data Entry into PakInfo:** *Enter who will be responsible for inputting and submitting data via PakInfo.*

Partner reports

Quarterly

Agribusiness,

**Data collection method:** *Enter the tools and methods to be used for data collection and indicate for each method who (IP, USAID or third party) will collect the data. (e.g. telephone survey of household sample, reading assessment administered by third-party, sign-in sheets of training participants by IP)*

Projects will provide specific templates to beneficiaries for reporting the data to the project. The data will be collected and compiled as regular monitoring exercise.

**Data Analysis Plan:** *Enter how the data will be analyzed, including description of methodology (e.g. descriptive, comparative, qualitative or quantitative) as well as who will participate in the data analysis process (e.g. activity manager, chief of party, other stakeholders, GOP representatives, etc.)*

Comparative (pre/post activity, VC wise,), qualitative and quantitative analysis. Automated generation of Output/ summary tables/progress, analysis by external consultant, third party analysis and analysis by M&E experts.

### DATA QUALITY

**Data Quality Assessment (DQA):** *Enter the date the DQA was conducted and the person who conducted the DQA*

**Date:** (MM/YY)

**DQA completed by:**

05/2014

Third Party (Monitoring and Evaluation Project with MSI)

**Key Data Quality Limitations (if any) and Actions Planned to Address Those Limitations:** *Enter data limitations identified in the data quality assessment process related to the five quality standards, namely validity, integrity, precision, reliability and timeliness; discuss the significance of data weakness that may affect the conclusions about the extent to which performance goals have achieved; describe corrective actions planned or taken for addressing data weakness.*

### BASELINE

**Baseline Year:** (YYYY)

**Baseline Data:**

**Reason for Postponement/Other Comments:** *If no baseline was established, enter the explanation and rationale for not establishing a baseline. Also indicate any other issues related to the baseline collection or data (such as rolling baselines or baselines from different sources rolling into one).*

	0		
TARGET			
Initial Target:	Date for Achievement of Initial Target:	Date Initial Target was Set: (Oct/2012)	
140	September 2016	September 2012	
Revised Target:	Date for Achievement of Revised Target:	Date Revised Target was Set: (MM/YY)	
2,660	September 2015	September 2013	
2 <sup>nd</sup> Revision to Target:	Date for Achievement of Revised Target:	Date Revised Target was Set: (MM/YY)	
13,333	September 2015	April 2014	
OTHER NOTES / NEXT STEPS			
If the indicator is pending, explain why and expected date when collection will begin. As appropriate, indicate any other important information about the indicator and/or its data collection as well as actions needing to be taken.			
CHANGES & UPDATES			
Date (MM/YY)	Name <small>Enter who made updates</small>	Change or Update Made:	Reason for Change or Update:



## PERFORMANCE INDICATOR REFERENCE SHEET (PIRS)

**Indicator - # and Title:** 2.1.1-c Value of new private sector investment leveraged with USG resources**Development Objective (DO) - # and Title:** 2 Improved Economic Status of Target Populations**Intermediate Result (IR) - # and Title:** 2.1 Improved Economic Performance of Target Enterprises**Sub-Intermediate Result (Sub-IR) - # and Title:** 2.1.1 Improved Access to Finance**Relationship between the Sub-IR and IR or IR and DO:**

Increased investment is the predominant source of economic growth in the agricultural and other economic sectors. Private sector investment is critical because it indicates that the investment is perceived by private agents as having a positive financial return and therefore likely to lead to sustainable increases in production. Limited access to finance is a major constraint on small and medium enterprises

## INDICATOR DESCRIPTION

**Precise Definition(s):**

Investment is defined as any use of private sector resources intended to increase future production or income by improving the sustainable use of productive resources. Upstream investments include any type of capital used in the production process such as animals for traction, storage bins, and machinery. Downstream investments could include capital investments in equipment. "Private sector" includes any privately-led activity managed by a for-profit formal company. A CBO or NGO resources may be included if they engage in for-profit. "Leveraged with USG resources" indicates that the new investment was directly encouraged or facilitated by activities funded by USAID. Investments reported should not include funds received by the investor from USG as part of any grant or other award. New investment means investment made during the reporting year.

Non-U.S. Dollars (USD) must be converted to USD for reporting purposes at the time the project is completed, or (for an ongoing project) when reporting results.

Unit of Measure:	Type of Indicator:	Category:		Desired Direction:
Enter unit of measure (e.g. "number of __", "percent of __" etc.)	Enter "output", "outcome" or "impact".	Enter "Standard F" or "Custom"	If "Standard F" indicator, enter the number	Enter "increasing", "decreasing" or "static" to indicate the direction of success result.
Number of USD	Outcome	Modified Standard F	4.5.2-38	Increasing

**Aggregation Process:**

All data are added together across all data collection/reporting entities. Common collector instruments will be established across all data collection/reporting entities.

**Disaggregates**

District; Ag/No-Ag Sector; Value Chain(Horticulture, Dairy, Fishery, Meat; On-Farm/Off-Farm)

## DATA COLLECTION, STORAGE, and ANALYSIS

<b>Name of IP/ Responsible Party for Data Collection:</b>		<b>Frequency of data collection:</b> Enter how often the data will be collected (Weekly, Monthly, etc.)	
Agribusiness, Firms, PPII Project		Quarterly	
<b>Data Source:</b>	<b>Data Entry Frequency into PakInfo:</b>	<b>Responsible Party for Data Entry into PakInfo:</b>	
Partner reports	Quarterly	Agribusiness, Firms, PPII Project	

**Data collection method:**

M&E will provide specific M&E tools (trackers/templates) to VCD sector point persons. These tools will be used by the project-assisted firms for self-reporting the data to the project on a monthly basis

**Data Analysis Plan**

Comparative analysis of US Grants assistance with the private sector investment and leverages. Return on investment.

Automated generation of output/ summary tables/progress on this indicator from database.



DATA QUALITY			
<b>Data Quality Assessment (DQA):</b> <i>Enter the date the DQA was conducted and the person who conducted the DQA</i>			
<b>Date:</b> (MM/YY)	<b>DQA completed by:</b>		
05/2014	Third Party (Monitoring and Evaluation Project with MSI)		
<b>Key Data Quality Limitations (if any) and Actions Planned to Address Those Limitations:</b> <i>Enter data limitations identified in the data quality assessment process related to the five quality standards, namely validity, integrity, precision, reliability and timeliness; discuss the significance of data weakness that may affect the conclusions about the extent to which performance goals have achieved; describe corrective actions planned or taken for addressing data weakness.</i>			
BASELINE			
<b>Baseline Year:</b> (YYYY)	<b>Baseline Data:</b>	<b>Reason for Postponement/Other Comments:</b> <i>If no baseline was established, enter the explanation and rationale for not establishing a baseline. Also indicate any other issues related to the baseline collection or data (such as rolling baselines or baselines from different sources rolling into one).</i>	
0	0		
TARGET			
<b>Initial Target:</b>	<b>Date for Achievement of Initial Target:</b> (Sept/2016)	<b>Date Initial Target was Set:</b> (Oct/2012)	
0			
<b>Revised Target:</b>	<b>Date for Achievement of Revised Target:</b> (MM/YY)	<b>Date Revised Target was Set:</b> (MM/YY)	
43.7 million	September 2015	September 2013	
<b>2<sup>nd</sup> Revision to Target:</b>	<b>Date for Achievement of Revised Target:</b> (MM/YY)	<b>Date Revised Target was Set:</b> (MM/YY)	
22 million	September 2015	April 2014	
OTHER NOTES / NEXT STEPS			
<i>If the indicator is pending, explain why and expected date when collection will begin. As appropriate, indicate any other important information about the indicator and/or its data collection as well as actions needing to be taken.</i>			
CHANGES & UPDATES			
<b>Date</b> (MM/YY)	<b>Name</b> <i>Enter who made updates</i>	<b>Change or Update Made:</b>	<b>Reason for Change or Update:</b>

### PERFORMANCE INDICATOR REFERENCE SHEET (PIRS)

**Indicator - # and Title:** 2.1.2-b Number of persons receiving training on skill development

**Development Objective (DO) - # and Title:** 2 Improved Economic Status of Target Populations

**Intermediate Result (IR) - # and Title:** 2.1 Improved Economic Performance of Target Enterprises0

**Sub-Intermediate Result (Sub-IR) - # and Title:** 2.1.2 Improved Skill Development and Job Placement

**Relationship between the Sub-IR and IR or IR and DO:** *Enter the explanation of the linkage between the lowest level of result represented by the indicator, and the next level of result up; address the "so what?" question to move from outputs to outcomes, or outcomes to impact; explain in terms of the development hypotheses, do not simply restate the structure of the Results Framework.*

Higher levels of skills and better functioning labor markets (via, e.g., job placement services) will enable enterprises to fill positions more quickly and with more appropriately qualified staff, leading to improved enterprise performance.

### INDICATOR DESCRIPTION

**Precise Definition(s):** *Enter the precise definition of the indicator so it can be operationalized; define all terms, elements, implied actions and calculations; [for example, "farmers using better production techniques" – define "better production" and "techniques". Describe how this will be determined – e.g. Index, scale, standards]. For indicators that are percent or proportions explain how it will be calculated and what will serve as the numerator and denominator. If the indicator is cumulative, made up of stages or phases, or is a yes-no, please specify this and explain the stages/phases or how it is cumulative. If it is a Standard Program Structure ("F") Indicator, use and if necessary, refine the standard definition.*

The indicator counts persons undergoing training relating to skill development in all courses that build capacity to conduct technical or professional functions, such as raising cattle, grading mangoes, collect medical and aromatic plants, graft fruit trees, and so on. This indicator does not automatically count any course for which the USG helped develop the curriculum, but rather focuses on delivery of courses made possible through full or partial funding from the USG.

People: Only people who complete at least 75% of the training course are counted for this indicator.

Training: Training is defined as sessions in which participants are educated according to a defined curriculum and set learning objectives. Sessions that could be informative or educational, such as meetings, but do not have a defined curriculum or learning objectives are not counted as training.

Unit of Measure:	Type of Indicator:	Category:		Desired Direction:
<i>Enter unit of measure (e.g. "number of ____", "percent of ____" etc.)</i>	<i>Enter "output", "outcome" or "impact".</i>	<i>Enter "Standard F" or "Custom"</i>	<i>If "Standard F" indicator, enter the number</i>	<i>Enter "increasing", "decreasing" or "static" to indicate the direction of success result.</i>
Number of persons	Output	Custom		Increasing

**Aggregation Process:** *If indicator will be collected by more than one source, explain how the data will aggregate across these multiple sources (e.g. in the case of # of jobs, demonstrate how data definitions for what is counted as a "job" is consistently interpreted across sources and specify that the data reported by each partner will be added together for a combined total; or in the case of a stage of phase indicator, state how data from different partners will combine into one final data). Also specify the timeline for aggregation (e.g. all sources will be added together each quarter).*

All data are added together across all data collection/reporting entities. Standardized collection instruments will be established across all data collection/reporting entities.

**Disaggregates:** Enter all disaggregation titles/ categories and values (e.g. title: Household Head Type; values: Female no Male Adult households, Male no Female Adults households, Male and Female Adult households, Child no Adult households.)

**Gender; District; EGA Training type**(Business management, Irrigation technologies, Greenhouse management, ICTs, M&E, Environment, Production, Dairy, Gender, product development, Thematic FFS, CMST, LMST, GCBT, HEIS. Dairy Farming, Artificial Insemination, Livestock Extension, Policy, Communications and outreach, Vocational); **Duration of training** (Short-Term (1-2 days), Medium (3-5 days), Long-Term (>5 days)); **Ag/Non-Ag Sector; Training Location** (Local, International); **Value Chain**(Horticulture, Dairy, Fishery, Meat).

#### DATA COLLECTION, STORAGE, and ANALYSIS

**Name of IP/ Responsible Party for Data Collection:** **Frequency of data collection:** Enter how often the data will be collected (Weekly, Monthly, etc.)

Agribusiness

Data collected on a continuous basis as trainings take place

**Data Source:**

Enter where IP obtains data (e.g. self-collected, GOP records or private sector).

**Data Entry Frequency into PakInfo:**

Enter the anticipated frequency of regular data entry into PakInfo (e.g. Quarterly, Annually, etc)

**Responsible Party for Data Entry into PakInfo:** Enter who will be responsible for inputting and submitting data via PakInfo.

Project records

Quarterly, 30 days after end of quarter

Agribusiness

**Data collection method:** Enter the tools and methods to be used for data collection and indicate for each method who (IP, USAID or third party) will collect the data. (e.g. telephone survey of household sample, reading assessment administered by third-party, sign-in sheets of training participants by IP)

Quantitative data collected using attendance sheets, training review forms, beneficiaries' registration forms, training certificates and weekly updates.

**Data Analysis Plan:** Enter how the data will be analyzed, including description of methodology (e.g. descriptive, comparative, qualitative or quantitative) as well as who will participate in the data analysis process (e.g. activity manager, chief of party, other stakeholders, GOP representatives, etc.)

Training participants data will be analyzed on descriptive, comparative (type of skill, pre/post training, VC wise, region wise), and quantitative (number of participants).

The data analysis is conducted internally on a monthly and quarterly basis by the projects. Automated output/ summary tables/progress will be generated on this indicator from training database

#### DATA QUALITY

**Data Quality Assessment (DQA):** Enter the date the DQA was conducted and the person who conducted the DQA

**Date:** (MM/YY)

**DQA completed by:**

05/2014

Third Party (Monitoring and Evaluation Project with MSI)

**Key Data Quality Limitations (if any) and Actions Planned to Address Those Limitations:** Enter data limitations identified in the data quality assessment process related to the five quality standards, namely validity, integrity, precision, reliability and timeliness; discuss the significance of data weakness that may affect the conclusions about the extent to which performance goals have achieved; describe corrective actions planned or taken for addressing data weakness.

BASELINE			
<b>Baseline Year:</b> (YYYY)	<b>Baseline Data:</b>	<b>Reason for Postponement/Other Comments:</b> <i>If no baseline was established, enter the explanation and rationale for not establishing a baseline. Also indicate any other issues related to the baseline collection or data (such as rolling baselines or baselines from different sources rolling into one).</i>	
TARGET			
<b>Initial Target:</b>	<b>Date for Achievement of Initial Target:</b> (Sep/2015)	<b>Date Initial Target was Set:</b> (Sep/2012)	
45,000	September 2016	September 2012	
<b>Revised Target:</b>	<b>Date for Achievement of Revised Target:</b> (MM/YY)	<b>Date Revised Target was Set:</b> (MM/YY)	
6280	September 2015	September 2013	
<b>2<sup>nd</sup> Revision to Target:</b>	<b>Date for Achievement of Revised Target:</b> (MM/YY)	<b>Date Revised Target was Set:</b> (MM/YY)	
12,440	September 2015	April 2014	
OTHER NOTES / NEXT STEPS			
<i>If the indicator is pending, explain why and expected date when collection will begin. As appropriate, indicate any other important information about the indicator and/or its data collection as well as actions needing to be taken.</i>			
CHANGES & UPDATES			
<b>Date</b> (MM/YY)	<b>Name</b> <i>Enter who made updates</i>	<b>Change or Update Made:</b>	<b>Reason for Change or Update:</b>

## PERFORMANCE INDICATOR REFERENCE SHEET (PIRS)

Indicator- # and Title: 2.1.3-b Number of farmers and others who have applied new technologies or management practices as a result of USG assistance

Development Objective (DO) - # and Title: 2 Improved Economic Status of Target Populations

Intermediate Result (IR) - # and Title: 2.1 Improved Economic Performance of Target Enterprises

Sub-Intermediate Result (Sub-IR) - # and Title: 2.1.3 Increased Use of Modern Technology and Management Practices

Relationship between the Sub-IR and IR or IR and DO: *Enter the explanation of the linkage between the lowest level of result represented by the indicator, and the next level of result up; address the "so what?" question to move from outputs to outcomes, or outcomes to impact; explain in terms of the development hypotheses, do not simply restate the structure of the Results Framework.*

Increased innovation and improved enterprise governance lead to improved economic performance; enterprises become or remain competitive through development of new products or processes and effective cost control.

## INDICATOR DESCRIPTION

**Precise Definition(s):** *Enter the precise definition of the indicator so it can be operationalized; define all terms, elements, implied actions and calculations; [for example, "farmers using better production techniques" – define "better production" and "techniques". Describe how this will be determined – e.g. Index, scale, standards]. For indicators that are percent or proportions explain how it will be calculated and what will serve as the numerator and denominator. If the indicator is cumulative, made up of stages or phases, or is a yes-no, please specify this and explain the stages/phases or how it is cumulative. If it is a Standard Program Structure ("F") Indicator, use and if necessary, refine the standard definition.*

This indicator measures the total number of direct beneficiary farmers, ranchers and other primary sector producers (food and non-food crops, livestock products, wild fisheries, aquaculture, agro-forestry, and natural resource-based products are included), individual processors (not firms), entrepreneurs, managers and traders, natural resource managers, etc. that applied improved technologies as a result of USG assistance during the reporting year. This includes innovations in efficiency, value-addition, post-harvest management, marketing, sustainable land management, forest and water management, managerial practices, input supply delivery. Significant improvements to existing technologies should be counted.

Relevant technologies could include:

A beneficiary is counted once regardless of the number of technologies applied during the reporting year. If more than one beneficiary in a household is applying improved technologies, count each beneficiary in the household who does so.

- If a beneficiary cultivates a plot of land more than once in the reporting year, s/he should be counted once if s/he applied an improved technology during any of the production cycles during the reporting year. S/he should not be counted each time an improved technology is applied.
- Beneficiaries who are part of a group and apply improved technologies on a demonstration or other common plot with other beneficiaries, are not counted as having individually applied an improved technology. The group should be counted as one (1) beneficiary group and reported under 2.1.3c Number of private enterprises, producers organizations... and community-based organizations (CBOs) that applied improved technologies.

If a lead farmer cultivates a plot used for training, e.g. a demonstration plot used for Farmer Field Days or Farmer Field School, the beneficiary farmer should be counted under this indicator. However, if the demonstration or training plot is cultivated by extensionists or researchers, e.g. a demonstration plot in a research institute, neither the area nor the extensionist/researcher should be counted under the respective indicators.

This indicator, 4.5.2-5, counts individuals who applied improved technologies, whereas indicator 4.5.2-28 Number of private enterprises, producers organizations...and community-based organizations (CBOs) that applied improved technologies or management practices counts firms, associations, or other group entities applying association- or organization-level improved technologies or practices. 4.5.2-5 Number of farmers and others applying technologies/practices individual-level indicator should not count all members of an organization as having applied a technology or practice just because the technology/practice was applied by the group entity. For example, a producer association implements a new computer-based accounting system during the reporting year. The association would be counted as having applied an improved technology/practice under 4.5.2-42 Number of private enterprises, producers organizations...applying indicator, but the members of the producer association would not be counted as having individually-applied an improved technology/practice under 4.5.2-5 Number of farmers and others applying technologies/practices individual-level indicator. However, there are scenarios where both the group entity and its members can be counted, the group counted once under 4.5.2-42 and individual members that applied the technology/practice under 4.5.2-5. For example, a producer association purchases a dryer and then provides drying services for a fee to its members. The producer association can be counted under 4.5.2-42 and any association member that uses the dryer service can be counted as applying an improved technology/practice under 4.5.2-5.

Unit of Measure: <i>Enter unit of measure (e.g. "number of ____", "percent of ____" etc.)</i>	Type of Indicator: <i>Enter "output", "outcome" or "impact".</i>	Category: <i>Enter "Standard F" or "Custom"</i> <i>If "Standard F" indicator, enter the number</i>		Desired Direction: <i>Enter "increasing", "decreasing" or "static" to indicate the direction of success result.</i>
Number of individuals	Outcome	Standard F	4.5.2-5	Increasing

**Aggregation Process:** *If indicator will be collected by more than one source, explain how the data will aggregate across these multiple sources (e.g. in the case of # of jobs, demonstrate how data definitions for what is counted as a "job" is consistently interpreted across sources and specify that the data reported by each partner will be added together for a combined total; or in the case of a stage of phase indicator, state how data from different partners will combine into one final data). Also specify the timeline for aggregation (e.g. all sources will be added together each quarter).*

All data are added together across all data collection/reporting entities. Common collection instruments will be established across all data collection/reporting entities.

Disaggregates: *Enter all disaggregation titles/ categories and values (e.g. title: Household Head Type; values: Female no Male Adult households, Male no Female Adults households, Male and Female Adult households, Child no Adult households.)*

District; Gender; Ag/No-Ag Sector; Value Chain(Horticulture, Agriculture Implements, Dairy, Meat; Technology or Management Practice Type(Post-Harvest Materials, Dairy Farming, Artificial Insemination, Livestock Extension, Improved Production, Improved Processing, Improved Management, Improved Technical Practices, Business Management Practices, Chillers)

### DATA COLLECTION, STORAGE, and ANALYSIS

Name of IP/ Responsible Party for Data Collection:	Frequency of data collection: <i>Enter how often the data will be collected (Weekly, Monthly, etc.)</i>
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Agribusiness	Quarterly
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Data Source: <i>Enter where IP obtains data (e.g. self-collected, GOP records or private sector).</i>	Data Entry Frequency into PakInfo: <i>Enter the anticipated frequency of regular data entry into PakInfo (e.g. Quarterly, Annually, etc)</i>	Responsible Party for Data Entry into PakInfo: <i>Enter who will be responsible for inputting and submitting data via PakInfo.</i>
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Partners reports	Quarterly	Agribusiness
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Data collection method: *Enter the tools and methods to be used for data collection and indicate for each method who (IP, USAID or third party) will collect the data. (e.g. telephone survey of household sample, reading assessment administered by third-party, sign-in sheets of training participants by IP)*

Projects will collect data about their beneficiaries who are using improved technologies and management practices through regular monitoring exercise

Data Analysis Plan: *Enter how the data will be analyzed, including description of methodology (e.g. descriptive, comparative, qualitative or quantitative) as well as who will participate in the data analysis process (e.g. activity manager, chief of party, other stakeholders, GOP representatives, etc.)*

The data is analyzed using descriptive, comparative, qualitative and quantitative methodologies.

Sample survey, third party consultants, aggregation across value chains and by M&E experts.

### DATA QUALITY

Data Quality Assessment (DQA): *Enter the date the DQA was conducted and the person who conducted the DQA*

Date: (MM/YY)	DQA completed by:
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12/2013	Agri Support Fund
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Key Data Quality Limitations (if any) and Actions Planned to Address Those Limitations: *Enter data limitations identified in the data quality assessment process related to the five quality standards, namely validity, integrity, precision, reliability and timeliness; discuss the significance of data weakness that may affect the conclusions about the extent to which performance goals have achieved; describe corrective actions planned or taken for addressing data weakness.*

For Agri Support Fund USAID should note data limitations for aggregating data (as a result of aggregates provided by the Dairy Project). Technology or crop disaggregates can't be reported at this time.

Agri Support Fund- Partners shared that they are still working on the database software. Currently the data is stored in excel sheets and the security guidelines are not available.

BASELINE			
Baseline Year: (YYYY)	Baseline Data:	Reason for Postponement/Other Comments: <i>If no baseline was established, enter the explanation and rationale for not establishing a baseline. Also indicate any other issues related to the baseline collection or data (such as rolling baselines or baselines from different sources rolling into one).</i>	
	0		
TARGET			
Initial Target:	Date for Achievement of Initial Target: (MM/YY)	Date Initial Target was Set: (MM/YY)	
398	Sept/2016	Oct/2012	
Revised Target:	Date for Achievement of Revised Target: (MM/YY)	Date Revised Target was Set: (MM/YY)	
18,220	September 2015	September 2013	
2 <sup>nd</sup> Revision to Target:	Date for Achievement of Revised Target: (MM/YY)	Date Revised Target was Set: (MM/YY)	
19,813	September 2015	April 2014	
OTHER NOTES / NEXT STEPS			
<i>If the indicator is pending, explain why and expected date when collection will begin. As appropriate, indicate any other important information about the indicator and/or its data collection as well as actions needing to be taken.</i>			
CHANGES & UPDATES			
Date (MM/YY)	Name <i>Enter who made updates</i>	Change or Update Made:	Reason for Change or Update:
December 31, 2012	EGA		



### PERFORMANCE INDICATOR REFERENCE SHEET (PIRS)

**Indicator- # and Title:** 2.1.3-c Number of hectares under improved technologies and management practices as a result of USG assistance

**Development Objective (DO) - # and Title:** 2 Improved Economic Status of Target Populations

**Intermediate Result (IR) - # and Title:** 2.1 Improved Economic Performance of Target Enterprises

**Sub-Intermediate Result (Sub-IR) - # and Title:** 2.1.3 Increased Use of Modern Technology and Management Practices

**Relationship between the Sub-IR and IR or IR and DO:** *Enter the explanation of the linkage between the lowest level of result represented by the indicator, and the next level of result up; address the "so what?" question to move from outputs to outcomes, or outcomes to impact; explain in terms of the development hypotheses, do not simply restate the structure of the Results Framework.*

Tracks successful application of technologies and management practices in an effort to improve agricultural productivity, agricultural water productivity, sustainability, and resilience to climate impacts. Increased innovation and improved enterprise governance lead to improved economic performance; enterprises become or remain competitive through development of new products or processes and effective cost control.

### INDICATOR DESCRIPTION

**Precise Definition(s):** *Enter the precise definition of the indicator so it can be operationalized; define all terms, elements, implied actions and calculations; [for example, "farmers using better production techniques" – define "better production" and "techniques". Describe how this will be determined – e.g. Index, scale, standards]. For indicators that are percent or proportions explain how it will be calculated and what will serve as the numerator and denominator. If the indicator is cumulative, made up of stages or phases, or is a yes-no, please specify this and explain the stages/phases or how it is cumulative. If it is a Standard Program Structure ("F") Indicator, use and if necessary, refine the standard definition.*

This indicator measures the area (in hectares) of land cultivated using USG-promoted improved technology(ies) or management practice(s) during the current reporting year. Technologies to be counted here are agriculture-related land-based technologies and innovations including those that address climate change adaptation and mitigation. Significant improvements to existing technologies should be counted.

Examples of relevant technologies include:

- Crop genetics: e.g. improved/certified seed that could be higher-yielding, higher in nutritional content (e.g. through biofortification, such as vitamin A-rich sweet potatoes or rice, or high-protein maize) and/or more resilient to climate impacts.
- Pest management: e.g. Integrated Pest Management; appropriate application of insecticides and pesticides
- Disease management: e.g. appropriate application of fungicides
- Soil-related fertility and conservation: e.g. Integrated Soil Fertility Management, soil management practices that increase biotic activity and soil organic matter levels, such as soil amendments that increase fertilizer-use efficiency (e.g. soil organic matter); fertilizers, erosion control
- Irrigation: e.g. drip, surface, sprinkler irrigation; irrigation schemes
- Water management: non-irrigation-based e.g. water harvesting
- Climate mitigation or adaptation: e.g. conservation agriculture, carbon sequestration through low- or no-till practices no-till practices
- Other: e.g. planting density and other cultural practices, improved mechanical and physical land preparation and harvesting approaches,

If a beneficiary **cultivates a plot of land more than once in the reporting year**, the area should be counted each time it is cultivated with one or more improved technologies during the reporting year. For example, because of access to irrigation as a result of a some activity, a farmer can now cultivate a second crop during the dry season in addition to her/his regular crop during the rainy season. If the farmer applies project promoted technologies to her/his plot during both the rainy season and the dry season, the area of the plot would be counted twice under this indicator. However, the farmer would only be counted once under indicator *number of entities who have applied improved technologies*.

If a group of **beneficiaries cultivate a plot of land as a group**, e.g. an association has a common plot on which multiple association members cultivate together, and on which improved technologies are applied, the area of the communal plot should be counted under this indicator and recorded under the sex disaggregate "association-applied", and the group of association members should be counted once under *Number of entities that applied new technologies*.

If a lead **farmer cultivates a plot used for training**, e.g. a **demonstration plot** used for Farmer Field Days or Farmer Field School, the area of the demonstration plot should be counted under this indicator, and the farmer counted under *number of entities who have applied improved technologies*. However, if the demonstration or training plot is cultivated by extensionists or researchers, e.g. a demonstration plot in a research institute, neither the area nor the extensionist/researcher should be counted under the respective indicators.

**Technology Type Disaggregation:** If more than one improved technology is being applied on a hectare, count the hectare under each technology type (i.e. double-count). In addition, count the hectare under the total w/one or more improved technology category. Since it is very common for Feed the Future activities to promote more than one improved technology, not all of which are applied by all beneficiaries at once, this approach allows Feed the Future to accurately track and count the uptake of different technology types, and to accurately count the total number of hectares under improved technologies. See box for example.

Unit of Measure:	Type of Indicator:	Category:		Desired Direction:
Enter unit of measure (e.g. "number of ____", "percent of ____" etc.)	Enter "output", "outcome" or "impact".	Enter "Standard F" or "Custom"	If "Standard F indicator", enter the number	Enter "increasing", "decreasing" or "static" to indicate the direction of success result.

Number of hectares	Outcome	Standard F	4.5.2-2	Increasing
<b>Aggregation Process:</b> If indicator will be collected by more than one source, explain how the data will aggregate across these multiple sources (e.g. in the case of # of jobs, demonstrate how data definitions for what is counted as a "job" is consistently interpreted across sources and specify that the data reported by each partner will be added together for a combined total; or in the case of a stage of phase indicator, state how data from different partners will combine into one final data). Also specify the timeline for aggregation (e.g. all sources will be added together each quarter).				
All data are added together across all data collection/reporting entities. Common collection instruments will be established across all data collection/reporting entities.				
<b>Disaggregates:</b> Enter all disaggregation titles/ categories and values (e.g. title: Household Head Type; values: Female no Male Adult households, Male no Female Adults households, Male and Female Adult households, Child no Adult households.)				
<b>District; New/Continuing ; Technology or Mngt Practices Type</b> (Major one in case of more than one)(Crop Genetics Technology, Pest Management Technology, Disease Management Technology, Soil-related Technology, Irrigation Technology, Post-harvest handling Technology, Processing Technology, Climate Mitigation or Adaptation Technology, Fishing Gear/Technique Technology, Improved Seed, Land Leveling, Hectares with More than One Technology); <b>EGA Component</b> (Water, Crops, Livestock, Marketing); <b>Type of Crop</b> (Wheat, Alphalpha, Maize, Horticulture).				
<b>DATA COLLECTION, STORAGE, and ANALYSIS</b>				
<b>Name of IP/ Responsible Party for Data Collection:</b>		<b>Frequency of data collection:</b> Enter how often the data will be collected (Weekly, Monthly, etc.)		
Agribusiness		Annual and quarterly		
<b>Data Source:</b> Enter where IP obtains data (e.g. self-collected, GOP records or private sector).	<b>Data Entry Frequency into PakInfo:</b> Enter the anticipated frequency of regular data entry into PakInfo (e.g. Quarterly, Annually, etc)		<b>Responsible Party for Data Entry into PakInfo:</b> Enter who will be responsible for inputting and submitting data via PakInfo.	
Partner Reports	Annually, 30 days after end of year		Agribusiness	
<b>Data collection method:</b> Enter the tools and methods to be used for data collection and indicate for each method who (IP, USAID or third party) will collect the data. (e.g. telephone survey of household sample, reading assessment administered by third-party, sign-in sheets of training participants by IP)				
Grants application forms, beneficiary registration forms and standard baseline survey questionnaire.				
<b>Data Analysis Plan:</b> Enter how the data will be analyzed, including description of methodology (e.g. descriptive, comparative, qualitative or quantitative) as well as who will participate in the data analysis process (e.g. activity manager, chief of party, other stakeholders, GOP representatives, etc.)				
<b>DATA QUALITY</b>				
<b>Data Quality Assessment (DQA):</b> Enter the date the DQA was conducted and the person who conducted the DQA				
<b>Date:</b> (MM/YY)	<b>DQA completed by:</b>			
5/2014	(DQA for Agri Support Fund)			

**Key Data Quality Limitations (if any) and Actions Planned to Address Those Limitations:** *Enter data limitations identified in the data quality assessment process related to the five quality standards, namely validity, integrity, precision, reliability and timeliness; discuss the significance of data weakness that may affect the conclusions about the extent to which performance goals have achieved; describe corrective actions planned or taken for addressing data weakness.*

There were no data quality issues for FIRMS/Chemonics.

Agri Support Fund- ASF shared that the project focuses on off farm enterprise and beneficiaries; therefore this indicator is not relevant. However they received the indicator from USAID and reported immediately. Need to re-design M&E system to collect and validate this indicator as defined in USAID PIRS by next reporting period. Also, primary data check showed hectare information by technology but no numbers in current database.

Balochistan Agriculture Project -Project is still working on its PMP. However, this indicator has been part of the previous version of PMP. For reporting purposes, USAID PIRS were used as reference. There may be minor double-counting because the same land could be included for multiple technologies and/or management practices. Similar to above, USAID can't report disaggregates at this time per the PIRS

#### BASELINE

Baseline Year: (YYYY)	Baseline Data:	Reason for Postponement/Other Comments: <i>If no baseline was established, enter the explanation and rationale for not establishing a baseline. Also indicate any other issues related to the baseline collection or data (such as rolling baselines or baselines from different sources rolling into one).</i>

#### TARGET

Initial Target:	Date for Achievement of Initial Target: (MM/YY)	Date Initial Target was Set: (MM/YY)
0	Sep/2016	Oct/2012
Revised Target:	Date for Achievement of Revised Target: (MM/YY)	Date Revised Target was Set: (MM/YY)
6,761	September 2015	September 2013
2 <sup>nd</sup> Revision to Target:	Date for Achievement of Revised Target: (MM/YY)	Date Revised Target was Set: (MM/YY)
5,737	September 2015	April 2014

#### OTHER NOTES / NEXT STEPS

*If the indicator is pending, explain why and expected date when collection will begin. As appropriate, indicate any other important information about the indicator and/or its data collection as well as actions needing to be taken.*

Targets and actuals are subject to revision

#### CHANGES & UPDATES

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<b>Date</b> <i>(MM/YY)</i>	<b>Name</b> <i>Enter who made updates</i>	<b>Change or Update Made:</b>	<b>Reason for Change or Update:</b>

### PERFORMANCE INDICATOR REFERENCE SHEET (PIRS)

**Indicator- # and Title:** 2.1-b Value of exports of targeted commodities as a result of USG assistance (4.5.2-36-mod)

**Development Objective (DO) - # and Title:** 2 Improved Economic Status of Target Populations

**Intermediate Result (IR) - # and Title:** 2.1 Improved Economic Performance of Target Enterprises

**Sub-Intermediate Result (Sub-IR) - # and Title:** N/A

**Relationship between the Sub-IR and IR or IR and DO:** *Enter the explanation of the linkage between the lowest level of result represented by the indicator, and the next level of result up; address the "so what?" question to move from outputs to outcomes, or outcomes to impact; explain in terms of the development hypotheses, do not simply restate the structure of the Results Framework.*

Improved enterprise performance, as achieved through such means as enhanced access to finance, improved skill levels and job placement, or implementation of new technologies, will increase both the incomes and the employment levels of beneficiary populations.

### INDICATOR DESCRIPTION

**Precise Definition(s):** *Enter the precise definition of the indicator so it can be operationalized; define all terms, elements, implied actions and calculations; [for example, "farmers using better production techniques" – define "better production" and "techniques". Describe how this will be determined – e.g. Index, scale, standards]. For indicators that are percent or proportions explain how it will be calculated and what will serve as the numerator and denominator. If the indicator is cumulative, made up of stages or phases, or is a yes-no, please specify this and explain the stages/phases or how it is cumulative. If it is a Standard Program Structure ("F") Indicator, use and if necessary, refine the standard definition.*

This indicator will measure the value of regional and non-regional exports in U.S. dollar attributable to USG assistance. Exports should be counted against the baseline of existing export levels from the previous year (existing exports before USG intervention for the first year, or additional exports for subsequent years). The commodities to be counted are those that are targeted in the work plans and/or contracts of the implementing partners.

Non-U.S. Dollar currency should be converted to USD for reporting purposes at the time the project is completed, or (for an ongoing project) when reporting results. **(EGA office will provide standard exchange rate for this purpose)**

Unit of Measure:	Type of Indicator:	Category:		Desired Direction:
<i>Enter unit of measure (e.g. "number of ____", "percent of ____" etc.)</i>	<i>Enter "output", "outcome" or "impact".</i>	<i>Enter "Standard F" or "Custom"</i>	<i>If "Standard F" indicator, enter the number</i>	<i>Enter "increasing", "decreasing" or "static" to indicate the direction of success result.</i>
Number of USD	Outcome	Modified Standard F	4.5.2-36	Increasing

**Aggregation Process:** *If indicator will be collected by more than one source, explain how the data will aggregate across these multiple sources (e.g. in the case of # of jobs, demonstrate how data definitions for what is counted as a "job" is consistently interpreted across sources and specify that the data reported by each partner will be added together for a combined total; or in the case of a stage of phase indicator, state how data from different partners will combine into one final data). Also specify the timeline for aggregation (e.g. all sources will be added together each quarter).*

All data are added together across all data collection/reporting activities.

**Disaggregates:** *Enter all disaggregation titles/ categories and values (e.g. title: Household Head Type; values: Female no Male Adult households, Male no Female Adults households, Male and Female Adult households, Child no Adult households.)*

**District** (Province-wide can be selected); **Ag/No-Ag Sector**; **Value Chain**(Horticulture, Dairy, Fishery, Meat,

### DATA COLLECTION, STORAGE, and ANALYSIS

<b>Name of IP/ Responsible Party for Data Collection:</b>		<b>Frequency of data collection:</b> <i>Enter how often the data will be collected (Weekly, Monthly, etc.)</i>	
Agribusiness,		Quarterly	
<b>Data Source:</b> <i>Enter where IP obtains data (e.g. self-collected, GOP records or private sector).</i>	<b>Data Entry Frequency into PakInfo:</b> <i>Enter the anticipated frequency of regular data entry into PakInfo (e.g. Quarterly, Annually, etc)</i>	<b>Responsible Party for Data Entry into PakInfo:</b> <i>Enter who will be responsible for inputting and submitting data via PakInfo.</i>	
Partner reports	Quarterly	Agribusiness,	
<b>Data collection method:</b> <i>Enter the tools and methods to be used for data collection and indicate for each method who (IP, USAID or third party) will collect the data. (e.g. telephone survey of household sample, reading assessment administered by third-party, sign-in sheets of training participants by IP)</i>			
Project will provide specific trackers/templates to beneficiaries to report data. Data will be compiled as regular monitoring work.			
<b>Data Analysis Plan:</b> <i>Enter how the data will be analyzed, including description of methodology (e.g. descriptive, comparative, qualitative or quantitative) as well as who will participate in the data analysis process (e.g. activity manager, chief of party, other stakeholders, GOP representatives, etc.)</i>			
Tracking Exports, Collecting Sales Report on regular basis, SPSS and MS-Excel will be used for Data analysis. No issues anticipated.			
Progress report, web tools, charts, graphs, analytical reports, Indicators tracking sheet			
<b>DATA QUALITY</b>			
<b>Data Quality Assessment (DQA):</b> <i>Enter the date the DQA was conducted and the person who conducted the DQA</i>			
<b>Date:</b> (MM/YY)	<b>DQA completed by:</b>		
05/2014	Third Party (Monitoring and Evaluation Project with MSI)		
<b>Key Data Quality Limitations (if any) and Actions Planned to Address Those Limitations:</b> <i>Enter data limitations identified in the data quality assessment process related to the five quality standards, namely validity, integrity, precision, reliability and timeliness; discuss the significance of data weakness that may affect the conclusions about the extent to which performance goals have achieved; describe corrective actions planned or taken for addressing data weakness.</i>			
<b>BASELINE</b>			
<b>Baseline Year:</b> (YYYY)	<b>Baseline Data:</b>	<b>Reason for Postponement/Other Comments:</b> <i>If no baseline was established, enter the explanation and rationale for not establishing a baseline. Also indicate any other issues related to the baseline collection or data (such as rolling baselines or baselines from different sources rolling into one).</i>	
2009	0		
<b>TARGET</b>			
<b>Initial Target:</b>	<b>Date for Achievement of Initial Target:</b> (MM/YY)	<b>Date Initial Target was Set:</b> (MM/YY)	

20% increase	September 2016	Oct/2012	
<b>Revised Target:</b>	<b>Date for Achievement of Revised Target:</b> (MM/YY)	<b>Date Revised Target was Set:</b> (MM/YY)	
0			
<b>2<sup>nd</sup> Revision to Target:</b>	<b>Date for Achievement of Revised Target:</b> (MM/YY)	<b>Date Revised Target was Set:</b> (MM/YY)	
27.1 million	September 2015	April 2014	
<b>OTHER NOTES / NEXT STEPS</b>			
If the indicator is pending, explain why and expected date when collection will begin. As appropriate, indicate any other important information about the indicator and/or its data collection as well as actions needing to be taken.			
<b>CHANGES &amp; UPDATES</b>			
<b>Date</b> (MM/YY)	<b>Name</b> Enter who made updates	<b>Change or Update Made:</b>	<b>Reason for Change or Update:</b>



### PERFORMANCE INDICATOR REFERENCE SHEET (PIRS)

**Indicator- # and Title:** 2.1-c Number of micro and small enterprises linked to a larger-scale firm as result of USG assistance to the value chain

**Development Objective (DO) - # and Title:** 2 Improved Economic Status of Target Populations

**Intermediate Result (IR) - # and Title:** 2.1 Improved Economic Performance of Target Enterprises

**Sub-Intermediate Result (Sub-IR) - # and Title:** N/A

**Relationship between the Sub-IR and IR or IR and DO:** *Enter the explanation of the linkage between the lowest level of result represented by the indicator, and the next level of result up; address the "so what?" question to move from outputs to outcomes, or outcomes to impact; explain in terms of the development hypotheses, do not simply restate the structure of the Results Framework.*

This indicator measures an important type of link in a value chain that leads to higher sales or cheaper inputs availability for micro/small enterprises. The establishment of such links improves enterprise performance, and is achieved through such means as enhanced access to market. It increases both the incomes and the employment levels of beneficiary at target enterprises.

### INDICATOR DESCRIPTION

**Precise Definition(s):** *Enter the precise definition of the indicator so it can be operationalized; define all terms, elements, implied actions and calculations; [for example, "farmers using better production techniques" – define "better production" and "techniques". Describe how this will be determined – e.g. Index, scale, standards]. For indicators that are percent or proportions explain how it will be calculated and what will serve as the numerator and denominator. If the indicator is cumulative, made up of stages or phases, or is a yes-no, please specify this and explain the stages/phases or how it is cumulative. If it is a Standard Program Structure ("F") Indicator, use and if necessary, refine the standard definition.*

Number of micro (1-5 employees) and small (6-50 employees) enterprises including farm households, self-employed persons and agricultural and industrial enterprises linked to large-scale domestic and multinational firms for such purposes as purchase of productive inputs, sale of final products, or capacity-building.

Measures one specific link in a value chain – the link between a microenterprise as a supplier, and a larger firm – either as a buyer of the product or service purchased from the microenterprise, or as a wholesaler, trader, or exporter that sells those products in domestic or foreign markets. Indicator is the total number of micro/small enterprises selling goods or services to a larger firm, in the context of a USG-assisted value chain

Unit of Measure:	Type of Indicator:	Category:		Desired Direction:
<i>Enter unit of measure (e.g. "number of ____", "percent of ____" etc.)</i>	<i>Enter "output", "outcome" or "impact".</i>	<i>Enter "Standard F" or "Custom"</i>	<i>If "Standard F indicator", enter the number</i>	<i>Enter "increasing", "decreasing" or 'static' to indicate the direction of success result.</i>
Number of enterprises	Output	Custom		Increasing

**Aggregation Process:** *If indicator will be collected by more than one source, explain how the data will aggregate across these multiple sources (e.g. in the case of # of jobs, demonstrate how data definitions for what is counted as a "job" is consistently interpreted across sources and specify that the data reported by each partner will be added together for a combined total; or in the case of a stage of phase indicator, state how data from different partners will combine into one final data). Also specify the timeline for aggregation (e.g. all sources will be added together each quarter).*

All data are added together across all data collection/reporting activities.

**Disaggregates:** *Enter all disaggregation titles/ categories and values (e.g. title: Household Head Type; values: Female no Male Adult households, Male no Female Adults households, Male and Female Adult households, Child no Adult households.)*

**Value chain** (Horticulture, Dairy, Fishery, Meat; **District, Gender of Owner** (Male Owned, Female Owned); **Ag/Non-Ag Sector**, Urban/Rural, **EGA Type of Enterprise** (Dairy Farming, Artificial Insemination, Livestock Extension).

### DATA COLLECTION, STORAGE, and ANALYSIS

<b>Name of IP/ Responsible Party for Data Collection:</b>	<b>Frequency of data collection:</b> <i>Enter how often the data will be collected (Weekly, Monthly, etc.)</i>
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Agribusiness

Quarterly

<b>Data Source:</b>	<b>Data Entry Frequency into PakInfo:</b>	<b>Responsible Party for Data Entry into PakInfo:</b>
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*Enter where IP obtains data (e.g. self-collected, GOP records or private sector).*

*Enter the anticipated frequency of regular data entry into PakInfo (e.g. Quarterly, Annually, etc)*

*Enter who will be responsible for inputting and submitting data via PakInfo.*

Partner reports

Quarterly

Agribusiness,

**Data collection method:** *Enter the tools and methods to be used for data collection and indicate for each method who (IP, USAID or third party) will collect the data. (e.g. telephone survey of household sample, reading assessment administered by third-party, sign-in sheets of training participants by IP)*

Projects will collect data on this indicator on specific templates used in regular monitoring activities.

**Data Analysis Plan:** *Enter how the data will be analyzed, including description of methodology (e.g. descriptive, comparative, qualitative or quantitative) as well as who will participate in the data analysis process (e.g. activity manager, chief of party, other stakeholders, GOP representatives, etc.)*

Descriptive, comparative, quantitative

Tracking Exports, Collecting Sales Report on regular basis, SPSS and MS-Excel will be used for Data analysis. No issues anticipated.

### DATA QUALITY

**Data Quality Assessment (DQA):** *Enter the date the DQA was conducted and the person who conducted the DQA*

<b>Date:</b> (MM/YY)	<b>DQA completed by:</b>
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05/2014

Third Party (Monitoring and Evaluation Project with MSI)

**Key Data Quality Limitations (if any) and Actions Planned to Address Those Limitations:** *Enter data limitations identified in the data quality assessment process related to the five quality standards, namely validity, integrity, precision, reliability and timeliness; discuss the significance of data weakness that may affect the conclusions about the extent to which performance goals have achieved; describe corrective actions planned or taken for addressing data weakness.*

### BASELINE

<b>Baseline Year:</b> (YYYY)	<b>Baseline Data:</b>	<b>Reason for Postponement/Other Comments:</b> <i>If no baseline was established, enter the explanation and rationale for not establishing a baseline. Also indicate any other issues related to the baseline collection or data (such as rolling baselines or baselines from different sources rolling into one).</i>
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2012-13	0		
TARGET			
<b>Initial Target:</b>	<b>Date for Achievement of Initial Target:</b> (MM/YY)	<b>Date Initial Target was Set:</b> (MM/YY)	
150	Sept 2016	Oct/2012	
<b>Revised Target:</b>	<b>Date for Achievement of Revised Target:</b> (MM/YY)	<b>Date Revised Target was Set:</b> (MM/YY)	
840	September 2015	September 2013	
<b>2<sup>nd</sup> Revision to Target:</b>	<b>Date for Achievement of Revised Target:</b> (MM/YY)	<b>Date Revised Target was Set:</b> (MM/YY)	
8,244	Sept 2015	April 2014	
OTHER NOTES / NEXT STEPS			
If the indicator is pending, explain why and expected date when collection will begin. As appropriate, indicate any other important information about the indicator and/or its data collection as well as actions needing to be taken.			
CHANGES & UPDATES			
Date (MM/YY)	Name <i>Enter who made updates</i>	Change or Update Made:	Reason for Change or Update:

### PERFORMANCE INDICATOR REFERENCE SHEET (PIRS)

**Indicator- # and Title:** (OTH 1) Number of rural households benefiting directly from USG interventions

**Development Objective (DO) - # and Title:** 2 Improved Economic Status of Target Populations

**Intermediate Result (IR) - # and Title:** N/A

**Sub-Intermediate Result (Sub-IR) - # and Title:** N/A

**Relationship between the Sub-IR and IR or IR and DO:** Enter the explanation of the linkage between the lowest level of result represented by the indicator, and the next level of result up; address the "so what?" question to move from outputs to outcomes, or outcomes to impact; explain in terms of the development hypotheses, do not simply restate the structure of the Results Framework.

### INDICATOR DESCRIPTION

**Precise Definition(s):** Enter the precise definition of the indicator so it can be operationalized; define all terms, elements, implied actions and calculations; [for example, "farmers using better production techniques" – define "better production" and "techniques". Describe how this will be determined – e.g. Index, scale, standards]. For indicators that are percent or proportions explain how it will be calculated and what will serve as the numerator and denominator. If the indicator is cumulative, made up of stages or phases, or is a yes-no, please specify this and explain the stages/phases or how it is cumulative. If it is a Standard Program Structure ("F") Indicator, use and if necessary, refine the standard definition.

A household is a beneficiary if it contains at least one individual who is a beneficiary. An individual is a beneficiary if s/he is engaged with a project activity and either already has shown benefit from the activity or has a high likelihood of doing so due to his/her significant level of engagement with the project.

Beneficiaries do not include those merely contacted or touched by an activity through brief attendance at a meeting or gathering. Beneficiaries include people who receive training.

The definition of "rural" should be the definition used by the respective national statistical service. Household data will be disaggregated by the gender of the claimed or presumed head.

If a project works through a group or association to create benefits for the membership thereof, the members of the group can be counted as direct beneficiaries, even if the technical assistance is not provided directly to those individuals. The implementing partner must be able to demonstrate from the records of the group or otherwise that the assistance was transmitted to its membership. This will be clear and feasible for small producer groups and trade associations, but will not be so for an apex cooperative association with hundreds of thousands of members.

Unit of Measure:	Type of Indicator:	Category:		Desired Direction:
Enter unit of measure (e.g. "number of ____", "percent of ____" etc.)	Enter "output", "outcome" or "impact".	Enter "Standard F" or "Custom"	If "Standard F indicator", enter the number	Enter "increasing", "decreasing" or "static" to indicate the direction of success result.
Absolute numbers of households	Output	Standard F	4.5.2-13	Increasing

**Aggregation Process:** If indicator will be collected by more than one source, explain how the data will aggregate across these multiple sources (e.g. in the case of # of jobs, demonstrate how data definitions for what is counted as a "job" is consistently interpreted across sources and specify that the data reported by each partner will be added together for a combined total; or in the case of a stage of phase indicator, state how data from different partners will combine into one final data). Also specify the timeline for aggregation (e.g. all sources will be added together each quarter).

All data are added together across all data collection/reporting entities. Common collection instruments will be established across all data collection/reporting entities.

**Disaggregates:** Enter all disaggregation titles/ categories and values (e.g. title: Household Head Type; values: Female no Male Adult households, Male no Female Adults households, Male and Female Adult households, Child no Adult households.)

**Household Head Type**((Female no Male Adult households (FNM), Male no Female Adult households (MNF), Male and Female Adult households (M&F), Child no Adult household (CNA)); **EGA Component** (Water, Crops, Livestock, Marketing, Dairy, Artificial Insemination, Livestock Extension, Horticulture); **EGA Type of Intervention**(Irrigation projects, Fruit Production, Vegetable Production, Dairy Production, New irrigation Technologies, Fruit Processing, Vegetable Processing, Dairy Processing, Artificial Insemination, Legislation/Advocacy, Enterprise Development and Marketing, Land Leveling, , Drinking Water Tank, Value Chain, FMC, MMO, Seed Distribution, CBAHW, Trainings, Others)

### DATA COLLECTION, STORAGE, and ANALYSIS

**Name of IP/ Responsible Party for Data Collection:** **Frequency of data collection:** Enter how often the data will be collected (Weekly, Monthly, etc.)

Agribusiness,

Data will be collected on a continuous basis

**Data Source:**

Enter where IP obtains data (e.g. self-collected, GOP records or private sector).

**Data Entry Frequency into PakInfo:**

Enter the anticipated frequency of regular data entry into PakInfo (e.g. Quarterly, Annually, etc)

**Responsible Party for Data Entry into PakInfo:** Enter who will be responsible for inputting and submitting data via PakInfo.

Partners will collect data from field through their staff

quarterly

Agribusiness,

**Data collection method:** Enter the tools and methods to be used for data collection and indicate for each method who (IP, USAID or third party) will collect the data. (e.g. telephone survey of household sample, reading assessment administered by third-party, sign-in sheets of training participants by IP)

Partners will collect data on predesigned forms as regular M&E activity

**Data Analysis Plan:** Enter how the data will be analyzed, including description of methodology (e.g. descriptive, comparative, qualitative or quantitative) as well as who will participate in the data analysis process (e.g. activity manager, chief of party, other stakeholders, GOP representatives, etc.)

Automated generation of output/ summary tables; independent consultants for verifications.

### DATA QUALITY

**Data Quality Assessment (DQA):** Enter the date the DQA was conducted and the person who conducted the DQA

**Date:** (MM/YY)

**DQA completed by:**

5/2014

Monitoring and Evaluation Program (MEP) (DQA for Balochistan Agriculture Project; Agribusiness Project; Entrepreneurs/Mennonite Economic Development Associates; Dairy/Dairy and Rural Development Foundation).

**Key Data Quality Limitations (if any) and Actions Planned to Address Those Limitations:** Enter data limitations identified in the data quality assessment process related to the five quality standards, namely validity, integrity, precision, reliability and timeliness; discuss the significance of data weakness that may affect the conclusions about the extent to which performance goals have achieved; describe corrective actions planned or taken for addressing data weakness.

There were no data quality issues for Agribusiness Project and Dairy/Dairy and Rural Development Foundation.

BASELINE			
<b>Baseline Year:</b> (YYYY)	<b>Baseline Data:</b>	<b>Reason for Postponement/Other Comments:</b> <i>If no baseline was established, enter the explanation and rationale for not establishing a baseline. Also indicate any other issues related to the baseline collection or data (such as rolling baselines or baselines from different sources rolling into one).</i>	
	0		
TARGET			
<b>Initial Target:</b>	<b>Date for Achievement of Initial Target:</b> (MM/YY)	<b>Date Initial Target was Set:</b> (MM/YY)	
315,000	Sept 2016	Oct/2012	
<b>Revised Target:</b>	<b>Date for Achievement of Revised Target:</b> (MM/YY)	<b>Date Revised Target was Set:</b> (MM/YY)	
24,640	September 2015	September 2013	
<b>2<sup>nd</sup> Revision to Target:</b>	<b>Date for Achievement of Revised Target:</b> (MM/YY)	<b>Date Revised Target was Set:</b> (MM/YY)	
28,209	September 2015	April 2014	
OTHER NOTES / NEXT STEPS			
<i>If the indicator is pending, explain why and expected date when collection will begin. As appropriate, indicate any other important information about the indicator and/or its data collection as well as actions needing to be taken.</i>			
CHANGES & UPDATES			
<b>Date</b> (MM/YY)	<b>Name</b> <i>Enter who made updates</i>	<b>Change or Update Made:</b>	<b>Reason for Change or Update:</b>

### PERFORMANCE INDICATOR REFERENCE SHEET (PIRS)

**Indicator- # and Title:** 2-a Number of jobs attributed to program implementation

**Development Objective (DO) - # and Title:** 2 Improved Economic Status of Target Populations

**Intermediate Result (IR) - # and Title:** N/A

**Sub-Intermediate Result (Sub-IR) - # and Title:** N/A

**Relationship between the Sub-IR and IR or IR and DO:** Contributes to the over all goal of enhancing employment opportunities.

N/A

### INDICATOR DESCRIPTION

**Precise Definition(s):**

This indicator refers to full-time equivalent (FTE) jobs created due to program implementation. Jobs are all types of employment opportunities created during the reporting year in the target sector. Jobs should be converted to full-time equivalents. Thus, a job that lasts 65 working days should be counted as 1/4 FTE. Number of hours worked per day or per week is not restricted as work hours may vary greatly but for calculation 8 hours per day and 260 days per year will be used. This indicator includes self-employment and seasonal employment. The indicator includes both direct (i.e., from the project's own activities, in both agriculture and later stages of the value chain) and indirect effects (i.e., multiplier effects, with respect to both back ward and forward linkages). All relevant projects will measure the direct employment created by their activities in the same way, for example,

- Additional labor for harvesting and packing additional increased crop or horticultural production
- Additional labor required to meet higher sales/demand
- Persons receiving training and acquiring jobs on the basis thereof (AIT/WLEW)
- Micro-entrepreneurs /self-employed person will be equal to one FTE

Projects will use the figure 2,080 (8 hrs \* 260 days) for annual working hours for the purposes of calculating full-time equivalence. Projects do not need to measure their indirect employment creation. EGA will arrange a third party to estimate indirect jobs.

Unit of Measure:	Type of Indicator:	Category:		Desired Direction:
Enter unit of measure (e.g. "number of ____", "percent of ____" etc.)	Enter "output", "outcome" or "impact".	Enter "Standard F" or "Custom"	If "Standard F indicator", enter the number	Enter "increasing", "decreasing" or "static" to indicate the direction of success result.
Number of FTE jobs	Outcome	Modified Standard F	4.5-2 but program replaces FTF	Increasing

**Aggregation Process:** If indicator will be collected by more than one source, explain how the data will aggregate across these multiple sources (e.g. in the case of # of jobs, demonstrate how data definitions for what is counted as a "job" is consistently interpreted across sources and specify that the data reported by each partner will be added together for a combined total; or in the case of a stage of phase indicator, state how data from different partners will combine into one final data). Also specify the timeline for aggregation (e.g. all sources will be added together each quarter).

All data are added together across all data collection/reporting entities. Standardized collection instruments will be established across all data collection/reporting entities.

**Disaggregates:** Enter all disaggregation titles/ categories and values (e.g. title: Household Head Type; values: Female no Male Adult households, Male no Female Adults households, Male and Female Adult households, Child no Adult households.)



**Gender; District; Value Chain**(Horticulture, Dairy, Fishery, Meat, **EGA Component**(Horticulture, Livestock, Marketing, Training); **EGA Type of Intervention**(Fruit Production, Vegetable Production, Dairy Production, Artificial Insemination, Legislation/Advocacy, Enterprise Development and Marketing, Value Chain, FMC, MMO, Seed Distribution, Trainings); **Urban/Rural; Direct/indirect**

### DATA COLLECTION, STORAGE, and ANALYSIS

**Name of IP/ Responsible Party for Data Collection:** **Frequency of data collection:** *Enter how often the data will be collected (Weekly, Monthly, etc.)*

Agribusiness, Quarterly for non-ag sector, annual for ag sector

**Data Source:** *Enter where IP obtains data (e.g. self-collected, GOP records or private sector).* **Data Entry Frequency into PakInfo:** *Enter the anticipated frequency of regular data entry into PakInfo (e.g. Quarterly, Annually, etc)* **Responsible Party for Data Entry into PakInfo:** *Enter who will be responsible for inputting and submitting data via PakInfo.*

Partners collect data during regular M&E activities Quarterly Agribusiness

**Data collection method:** *Enter the tools and methods to be used for data collection and indicate for each method who (IP, USAID or third party) will collect the data. (e.g. telephone survey of household sample, reading assessment administered by third-party, sign-in sheets of training participants by IP)*

Projects will collect filled forms as regular monitoring exercise from beneficiaries to estimate direct jobs; EGA will arrange a third party to estimate indirect jobs.

**Data Analysis Plan:** *Enter how the data will be analyzed, including description of methodology (e.g. descriptive, comparative, qualitative or quantitative) as well as who will participate in the data analysis process (e.g. activity manager, chief of party, other stakeholders, GOP representatives, etc.)*

Descriptive, comparative (pre/post activity, VC wise, grants wise), quantitative (numbers); qualitative for period case studies.

M&E managers/experts or external consultants hired on need basis; automated generation of Output/ summary tables/progress on the indicator from database; SPSS and MS-Excel software. Potential issues with the survey data include the difficulty of collecting quality survey data in a context with extremely limited capacity to conduct complex surveys in an insecure environment and frequent change in direct and indirect employment during the production/ processing cycle might require certain reporting assumptions.

### DATA QUALITY

**Data Quality Assessment (DQA):** *Enter the date the DQA was conducted and the person who conducted the DQA*

**Date:** (MM/YY) **DQA completed by:**  
5/2014 Third Party (Monitoring and Evaluation Project with MSI)

**Key Data Quality Limitations (if any) and Actions Planned to Address Those Limitations:** *Enter data limitations identified in the data quality assessment process related to the five quality standards, namely validity, integrity, precision, reliability and timeliness; discuss the significance of data weakness that may affect the conclusions about the extent to which performance goals have achieved; describe corrective actions planned or taken for addressing data weakness.*

### BASELINE



<b>Baseline Year:</b> (YYYY)	<b>Baseline Data:</b>	<b>Reason for Postponement/Other Comments:</b> <i>If no baseline was established, enter the explanation and rationale for not establishing a baseline. Also indicate any other issues related to the baseline collection or data (such as rolling baselines or baselines from different sources rolling into one).</i>	
2012	0	Base line is collected through memory recall of the respondents	
<b>TARGET</b>			
<b>Initial Target:</b>	<b>Date for Achievement of Initial Target:</b>	<b>Date Initial Target was Set:</b> (Sep/2012)	
1.3 million	September 2016	September 2011	
<b>Revised Target:</b>	<b>Date for Achievement of Revised Target:</b>	<b>Date Revised Target was Set:</b> (MM/YY)	
13.100	September 2015	September 2013	
<b>2<sup>nd</sup> Revision to Target:</b>	<b>Date for Achievement of Revised Target:</b>	<b>Date Revised Target was Set:</b> (MM/YY)	
13,135	September 2015	April 2014	
<b>OTHER NOTES / NEXT STEPS</b>			
<i>If the indicator is pending, explain why and expected date when collection will begin. As appropriate, indicate any other important information about the indicator and/or its data collection as well as actions needing to be taken.</i>			
Information on jobs will be collected on a quarterly basis for applicable value chains.			
<b>CHANGES &amp; UPDATES</b>			
<b>Date</b> (MM/YY)	<b>Name</b> <i>Enter who made updates</i>	<b>Change or Update Made:</b>	<b>Reason for Change or Update:</b>
December 31, 2012	EGA		

## PERFORMANCE INDICATOR REFERENCE SHEET (PIRS)

**Indicator- # and Title:** 2-c Project-related household incomes of USG targeted beneficiaries**Development Objective (DO) - # and Title:** 2 Improved Economic Status of Target Populations**Intermediate Result (IR) - # and Title:** N/A**Sub-Intermediate Result (Sub-IR) - # and Title:** N/A

**Relationship between the Sub-IR and IR or IR and DO:** *Enter the explanation of the linkage between the lowest level of result represented by the indicator, and the next level of result up; address the “so what?” question to move from outputs to outcomes, or outcomes to impact; explain in terms of the development hypotheses, do not simply restate the structure of the Results Framework.*

## INDICATOR DESCRIPTION

**Precise Definition(s):**

Household income is defined as “Income of all persons 15 years and over in a household.” It refers to income received during the reference year, and generally includes only cash income earned from sales or employment.

Survey tools generally collect data from the most informed members of households (usually heads of household) by means of a table with information on, gender, employment status, profession, income, and so on. Projects will calculate “annual average household incomes” from such survey tools. We generally have three types of income sources for households:

- Micro entrepreneurs: where net sales = total revenue from sales – variable costs
- Farmers: where farm income = gross value of product from all crops/animals/fruits – variable costs
- Labor: wages and salaries for all employees, permanent, temporary, or seasonal

In all of these cases, projects will estimate two things, namely the income of the rest of the household and contribution of the person who received assistance. Multiple sources/earners will come under income of rest of the household and projects will record the incomes of beneficiaries as a contribution to household income. Changes in this contribution will be attributable to USG assistance only.

Projects are supposed to submit numerator, denominator and number of households for which increase in income was observed.

<b>Unit of Measure:</b> <i>Enter unit of measure (e.g. “number of ___”, “percent of ___” etc.)</i>	<b>Type of Indicator:</b> <i>Enter “output”, “outcome” or “impact”.</i>	<b>Category:</b> <i>Enter “Standard F” or “Custom”</i> <i>If “Standard F indicator”, enter the number</i>		<b>Desired Direction:</b> <i>Enter “increasing”, “decreasing” or “static” to indicate the direction of success result.</i>
Percent of base income	Outcome	Custom		Increasing

**Aggregation Process:** *If indicator will be collected by more than one source, explain how the data will aggregate across these multiple sources (e.g. in the case of # of jobs, demonstrate how data definitions for what is counted as a “job” is consistently interpreted across sources and specify that the data reported by each partner will be added together for a combined total; or in the case of a stage of phase indicator, state how data from different partners will combine into one final data). Also specify the timeline for aggregation (e.g. all sources will be added together each quarter).*

<p>Partners are required to report the numerators (change in income) and denominators (baseline income) for this indicator and number of households for which the income changed. Aggregation formula will be:</p> $(\Delta I_1/B_1) \times N_1 + (\Delta I_2/B_2) \times N_2 + (\Delta I_3/B_3) \times N_3 + \dots + (\Delta I_n/B_n) \times N_n = W$ <p>While <math>\Delta I</math> is change in income over baseline for specific project, <math>B</math> is baseline income level and <math>N</math> is number of household for which income change was observed, 1,2,3...n are projects reporting this indicator.</p> <p>Weighted average percentage change in income will be :</p> $W/\Sigma N \times 100$		
<p><b>Disaggregates:</b> Enter all disaggregation titles/ categories and values (e.g. title: Household Head Type; values: Female no Male Adult households, Male no Female Adults households, Male and Female Adult households, Child no Adult households.)</p>		
<p><b>District; Household Head Type</b>(Female no Male Adult households (FNM), Male no Female Adult households (MNF), Male and Female Adult households (M&amp;F), Child no Adult household (CNA); <b>Ag/Non-Ag Sector; Value Chain</b>(Horticulture, Dairy, Fishery, Meat,); <b>EGA Type of Enterprise</b>(Dairy, Farming, Artificial Insemination, Livestock Extension); <b>On-Farm/Off-Farm</b></p>		
<p><b>DATA COLLECTION, STORAGE, and ANALYSIS</b></p>		
<p><b>Name of IP/ Responsible Party for Data Collection:</b></p>		<p><b>Frequency of data collection:</b> Enter how often the data will be collected (Weekly, Monthly, etc.)</p>
<p>Agribusiness,</p>		<p>Annual for ag sector, quarterly for non-ag sector</p>
<p><b>Data Source:</b></p> <p>Enter where IP obtains data (e.g. self-collected, GOP records or private sector).</p>	<p><b>Data Entry Frequency into PakInfo:</b></p> <p>Enter the anticipated frequency of regular data entry into PakInfo (e.g. Quarterly, Annually, etc)</p>	<p><b>Responsible Party for Data Entry into PakInfo:</b> Enter who will be responsible for inputting and submitting data via PakInfo.</p>
<p>Partners will collect themselves</p>	<p>Quarterly</p>	<p>Agribusiness</p>
<p><b>Data collection method:</b> Enter the tools and methods to be used for data collection and indicate for each method who (IP, USAID or third party) will collect the data. (e.g. telephone survey of household sample, reading assessment administered by third-party, sign-in sheets of training participants by IP)</p>		
<p>Baseline and follow-up surveys (at the end of the project), statistically representative sample surveys; survey questionnaires and beneficiaries registers/record documents</p>		
<p><b>Data Analysis Plan:</b> Enter how the data will be analyzed, including description of methodology (e.g. descriptive, comparative, qualitative or quantitative) as well as who will participate in the data analysis process (e.g. activity manager, chief of party, other stakeholders, GOP representatives, etc.)</p>		
<p>Descriptive, comparative (pre/post activity, VC wise, VC actor level, sector wise, grants wise), quantitative (numbers); qualitative for period case studies.</p>		
<p>M&amp;E managers/experts or external consultants hired on need basis; automated generation of output/ summary tables/progress on the indicator from database; SPSS and MS-Excel software. Potential issues with the survey data include the difficulty of collecting quality survey data in a context with extremely limited capacity to conduct complex surveys in an insecure environment and frequent change in direct and indirect employment during the production/ processing cycle might require certain reporting assumptions</p>		
<p><b>DATA QUALITY</b></p>		
<p><b>Data Quality Assessment (DQA):</b> Enter the date the DQA was conducted and the person who conducted the DQA</p>		
<p><b>Date:</b> (MM/YY)</p>	<p><b>DQA completed by:</b></p>	

05/2014	Third Party (Monitoring and Evaluation Project with MSI)		
<b>Key Data Quality Limitations (if any) and Actions Planned to Address Those Limitations:</b> <i>Enter data limitations identified in the data quality assessment process related to the five quality standards, namely validity, integrity, precision, reliability and timeliness; discuss the significance of data weakness that may affect the conclusions about the extent to which performance goals have achieved; describe corrective actions planned or taken for addressing data weakness.</i>			
BASELINE			
Baseline Year: (YYYY)	Baseline Data:	Reason for Postponement/Other Comments: <i>If no baseline was established, enter the explanation and rationale for not establishing a baseline. Also indicate any other issues related to the baseline collection or data (such as rolling baselines or baselines from different sources rolling into one).</i>	
2012	0		
TARGET			
Initial Target: 10%	Date for Achievement of Initial Target: (Sep/2015)	Date Initial Target was Set: (sept/2012)	
20%	September 2016	September 2011	
Revised Target:	Date for Achievement of Revised Target: (MM/YY)	Date Revised Target was Set: (MM/YY)	
2.9 million	September 2015	September 2013	
2 <sup>nd</sup> Revision to Target:	Date for Achievement of Revised Target: (MM/YY)	Date Revised Target was Set: (MM/YY)	
11.9 million (calculation automatic)	September 2015	April 2014	
OTHER NOTES / NEXT STEPS			
<i>If the indicator is pending, explain why and expected date when collection will begin. As appropriate, indicate any other important information about the indicator and/or its data collection as well as actions needing to be taken.</i>			
CHANGES & UPDATES			
Date (MM/YY)	Name <i>Enter who made updates</i>	Change or Update Made:	Reason for Change or Update:
	EGA		

### PERFORMANCE INDICATOR REFERENCE SHEET (PIRS)

**Indicator- # and Title:** (OTH 2) Proportion of female participants in USG-assisted programs designed to increase access to productive economic resources (assets, credit, income or employment)

**Development Objective (DO) - # and Title:** 2 Improved Economic Status of Target Populations

**Intermediate Result (IR) - # and Title:** N/A

**Sub-Intermediate Result (Sub-IR) - # and Title:** N/A

**Relationship between the Sub-IR and IR or IR and DO:** Enter the explanation of the linkage between the lowest level of result represented by the indicator, and the next level of result up; address the "so what?" question to move from outputs to outcomes, or outcomes to impact; explain in terms of the development hypotheses, do not simply restate the structure of the Results Framework.

This indicator measures females' participation in USG-supported programs that provide access to economic opportunities to improve one's economic status.

### INDICATOR DESCRIPTION

**Precise Definition(s):** Enter the precise definition of the indicator so it can be operationalized; define all terms, elements, implied actions and calculations; [for example, "farmers using better production techniques" – define "better production" and "techniques". Describe how this will be determined – e.g. Index, scale, standards]. For indicators that are percent or proportions explain how it will be calculated and what will serve as the numerator and denominator. If the indicator is cumulative, made up of stages or phases, or is a yes-no, please specify this and explain the stages/phases or how it is cumulative. If it is a Standard Program Structure ("F") Indicator, use and if necessary, refine the standard definition.

Productive economic resources include assets - land, housing, businesses, livestock or financial assets such as savings; credit; wage or self-employment; and income. Programs include micro, small, and medium enterprise programs; workforce development programs that have job placement activities; programs that build assets (such as land redistribution or titling); housing titling; agricultural programs that provide assets such as livestock; and programs designed to help adolescent/young females set up savings accounts.

This indicator does NOT track access to services – such as business development services or stand-alone employment training (e.g., that does not also include job placement following the training). Indicator narratives should specify type of assets.

The unit of measure will be a proportion, expressed in the format of X/Y, where X is the number of females from program participants and Y is the total number of male and female participants in the programs illustrated above (e.g., micro, small, and medium enterprise programs; workforce development programs that have job placement activities; programs that build assets (land redistribution or titling; housing titling; agricultural programs that provide assets such as livestock).

Unit of Measure:	Type of Indicator:	Category:		Desired Direction:
Enter unit of measure (e.g. "number of ____", "percent of ____" etc.)	Enter "output", "outcome" or "impact".	Enter "Standard F" or "Custom"	If "Standard F" indicator, enter the number	Enter "increasing", "decreasing" or "static" to indicate the direction of success result.
Proportion of female participants	Output	Standard F	GNDR-2	Increasing

**Aggregation Process:** If indicator will be collected by more than one source, explain how the data will aggregate across these multiple sources (e.g. in the case of # of jobs, demonstrate how data definitions for what is counted as a "job" is consistently interpreted across sources and specify that the data reported by each partner will be added together for a combined total; or in the case of a stage of phase indicator, state how data from different partners will combine into one final data). Also specify the timeline for aggregation (e.g. all sources will be added together each quarter).

Partners will submit data in terms of numerator and denominator. The ratios will be averaged across projects and periods to reach a final number.

**Disaggregates:** Enter all disaggregation titles/ categories and values (e.g. title: Household Head Type; values: Female no Male Adult households, Male no Female Adults households, Male and Female Adult households, Child no Adult households.)

**District;** Urban/Rural; **Value Chain** Dairy, Fishery, Meat); **Age Group**(Age 10-29, Age 30 &Over)

### DATA COLLECTION, STORAGE, and ANALYSIS

<b>Name of IP/ Responsible Party for Data Collection:</b>	<b>Frequency of data collection:</b> Enter how often the data will be collected (Weekly, Monthly, etc.)
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Agribusiness	Data collected on regular basis and reported fortnightly, quarterly and annually
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<b>Data Source:</b> Enter where IP obtains data (e.g. self-collected, GOP records or private sector).	<b>Data Entry Frequency into PakInfo:</b> Enter the anticipated frequency of regular data entry into PakInfo (e.g. Quarterly, Annually, etc)	<b>Responsible Party for Data Entry into PakInfo:</b> Enter who will be responsible for inputting and submitting data via PakInfo.
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Partner reports	Quarterly	Agribusiness
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**Data collection method:** Enter the tools and methods to be used for data collection and indicate for each method who (IP, USAID or third party) will collect the data. (e.g. telephone survey of household sample, reading assessment administered by third-party, sign-in sheets of training participants by IP)

Projects will collect data on pre-designed forms as regular M&E activities

**Data Analysis Plan:** Enter how the data will be analyzed, including description of methodology (e.g. descriptive, comparative, qualitative or quantitative) as well as who will participate in the data analysis process (e.g. activity manager, chief of party, other stakeholders, GOP representatives, etc.)

Intervention wise, value-chain wise, region wise, USG assistance wise; quantitative (numbers).Automated generation of Output/ summary table; sub-grantees' M&E on individual sub-grant level and project M&E team.

### DATA QUALITY

**Data Quality Assessment (DQA):** Enter the date the DQA was conducted and the person who conducted the DQA

<b>Date:</b> (MM/YY)	<b>DQA completed by:</b>
12/12	Monitoring and Evaluation Program (MEP) (DQA for Agri Business Project and FIRMS/Chemonics.)

**Key Data Quality Limitations (if any) and Actions Planned to Address Those Limitations:** Enter data limitations identified in the data quality assessment process related to the five quality standards, namely validity, integrity, precision, reliability and timeliness; discuss the significance of data weakness that may affect the conclusions about the extent to which performance goals have achieved; describe corrective actions planned or taken for addressing data weakness.

There were no data quality issues for Agri Business Project

### BASELINE

<b>Baseline Year:</b> (YYYY)	<b>Baseline Data:</b>	<b>Reason for Postponement/Other Comments:</b> If no baseline was established, enter the explanation and rationale for not establishing a baseline. Also indicate any other issues related to the baseline collection or data (such as rolling baselines or baselines from different sources rolling into one).
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TARGET			
Initial Target:	Date for Achievement of Initial Target: (MM/YY)	Date Initial Target was Set: (MM/YY)	
30%	Sept/2016	Sept/2012	
Revised Target:	Date for Achievement of Revised Target: (MM/YY)	Date Revised Target was Set: (MM/YY)	
22%	September 2015	September 2013	
2 <sup>nd</sup> Revision to Target:	Date for Achievement of Revised Target: (MM/YY)	Date Revised Target was Set: (MM/YY)	
20%	September 2015	April 2014	
OTHER NOTES / NEXT STEPS			
If the indicator is pending, explain why and expected date when collection will begin. As appropriate, indicate any other important information about the indicator and/or its data collection as well as actions needing to be taken.			
CHANGES & UPDATES			
Date (MM/YY)	Name <i>Enter who made updates</i>	Change or Update Made:	Reason for Change or Update: